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International Commerce

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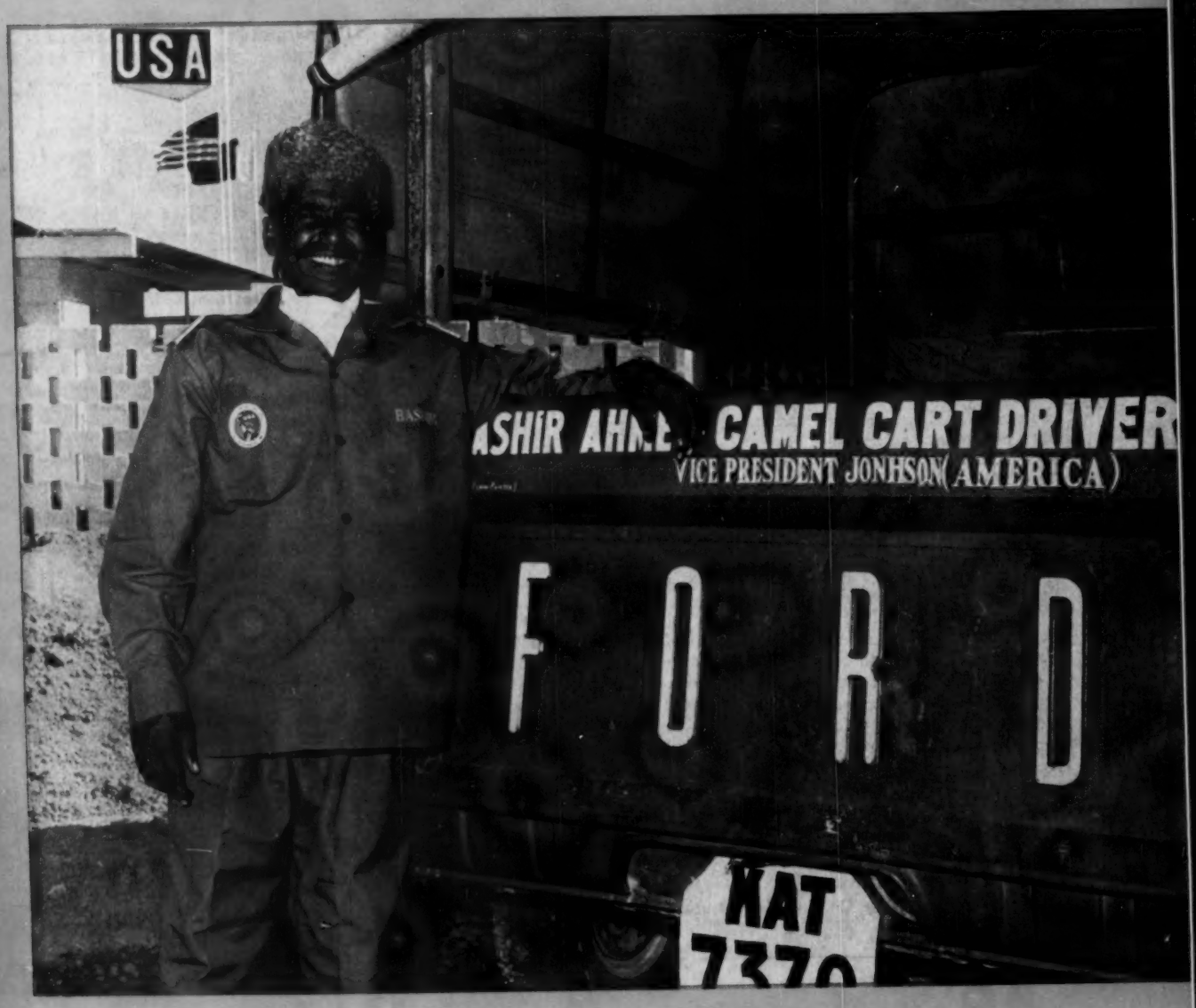

Business Bulletins *from around the world*

AUSTRALIA—Since selling Sydney plant to Revlon, Gillette Pty., Ltd., U.S. Gillette subsidiary, building $3.4 million plant near Melbourne to manufacture one of its leading razor blades for first time in Australia. Factory also to manufacture cosmetics, home permanents, plastic cases and curlers. Official opening scheduled for December.

INDIA—Agreement signed for supply of Soviet plant and equipment for 400-mw thermal power plant at Patratu, Bihar State, 1 of 4 thermal plants to be built with Soviet assistance. Estimated total cost of Patratu plant $84 million. Other Soviet-financed plants to be at Neyveli (Madras State), Korba (Madhya Pradesh State), and Obra (Uttar Pradesh State).

Aluminum industry urges Government to stop imports of aluminum ingots, claiming domestic industry's 57,500-ton capacity sufficient to meet India's needs. Total consumption in 1961 about 54,000 tons.

Government reportedly considering importing coking coal for steel plants.

ITALY—Government-controlled holding company, Finanziaria Ernesto BREDA, concludes agreements with General Precision Inc. for technical and financial assistance in electronic equipment and instruments for aircraft, aerospace vehicles, and missiles; with ANIC and Libby-Owens-Ford Glass Co. for construction of glass-making plant at Vasto to be owned jointly by all 3 firms; and with Hupp Co. setting up new firm Breda-Hupp, owned two-thirds by BREDA and one-third by Hupp, to make heating and air-conditioning equipment at Bari.

U.S. Steel, with Italian iron and steel group, FINSIDER, to acquire 50% of capital stock of Costruzioni Metalliche Finsider S.p.A. Italian company to enlarge metal-making facilities.

Edison S.p.A. purchases 40% interest in Pennitalia S.p.A., previously wholly owned by Pittsburgh Plate Glass International. Pennitalia to build plate-glass plant at Salerno. Output to equal one-third of current Italian plate-glass market.

Dodge Manufacturing Co. in joint venture with RIV, Italy's largest bearings manufacturer. RIV-Dodge S.p.A. to be established in Turin to produce and market Dodge's extensive line.

IVORY COAST—Petroleum corporation, Societe Ivoirienne de Raffinage, formed with French, Ivory Coast, British, and U.S. interests, to build (by end of 1964) and operate refinery with annual capacity of 600,000 metric tons.

LUXEMBOURG—American Businessmen's Association of Luxembourg (ABAL) formed by 12 companies to further friendship and stimulate trade between U.S. and Grand Duchy.

MOROCCO—West Germany to lend $20 million for financing infrastructure of chemical complex at Safi.

Allen & Company Inc. of New York, with Moroccan Bureau for Petroleum and Minerals Research (BRPM), to prospect for oil and natural gas in Kaar-Es-Souk region.

NETHERLANDS—American goods accounted for 11% of 1.6 billion guilders ($450 million) total August imports. January-August imports total 13.1 billion guilders ($3.6 billion) with U.S. supplying 1.6 billion ($433 million), or 12%.

First-quarter investments in fixed assets reached 2.4 billion guilders ($.7 billion), up 1% from same period 1961. Transport equipment, machinery, and other equipment showed increased activity while investment in construction declined.

NIGERIA—Ewekaro Cement Works, Western Nigeria, expanding production from 200,000 to 400,000 tons per year. New kiln and facilities costing $4,200,000 to be built.

Bankers Trust Co. of New York, with several European banks, forms United Bank for Africa Ltd. Predecessor operated under name British and French Bank Ltd. with more than $5½ million capital and 11 branches in Nigeria.

Motor assembly plant for Leyland trucks, Land Rovers and Renault cars to be built at Port Harcourt under pact signed in London by Dr. M. I. Okpara, Eastern Nigerian premier.

NORWAY—Government announcement indicates Long-Term Cotton Agreement provided for increased imports of Japanese cotton textiles at rate of 3% per year from October 1 for next 5 years.

Ministry of Agriculture announces season for imports of pears will open not later than January 16.

PAKISTAN—East Pakistan authorizes Pakistan Atomic Energy Commission to proceed with 50-megawatt nuclear power plant at Ishurdi, 15 miles northwest of Pabna in East Pakistan.

PHILIPPINES—U.S. Embassy reports B. F. Goodrich of Philippines Inc., Goodyear Tire and Rubber Co. of Philippines Ltd., and Firestone Tire and Rubber Co. of Philippines have petitioned Tariff Commission for increases from 60 to 100% on automobile, jeep and scooter tires, and from 30 to 100% on truck, tractor and aircraft tires.

In separate petition, Reynolds Philippine Corporation, 51% American-owned, requests tariff increases as high as 600% on certain wrought aluminum goods—bars, rods, angles, etc.

SWEDEN—Government decided at recent King-in-Council meeting to approve International Coffee Agreement. Ambassador Agda Rossel to sign subject to approval by Parliament.

New plan calls for increasing housing construction from 85,000 units in 1962 to 100,000 units by 1967.

UNITED KINGDOM—To stimulate economy, Government reduces purchase tax on passenger cars from 45 to 25%, hoping increased consumer demand for automobiles will spur recovery in other heavy industry sectors.

International Synthetic Rubber Co. to build plant at Grangemouth, England, to produce 10,000 tons of polybutadiene synthetic rubber annually. Cost estimated at £2,000,000 ($5,600,000). Firm's major shareholders include Dunlop, Firestone, Goodyear.

DEPOSITED BY THE
UNITED STATES OF AMERICA

U.S. Department of Commerce

Luther H. Hodges
Secretary

Jack N. Behrman
Assistant Secretary for Domestic and International Business

Daniel L. Goldy
Deputy Assistant Secretary and Administrator, Business and Defense Services Administration

Eugene M. Braderman
Director, Bureau of International Commerce

Frederic S. Otis, Managing Editor

Americo A. W. Favale
Director of Graphics

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About the Cover

Bashir Ahmed, dressed in the uniform used by guides at the U.S. exhibit at the Karachi International Trade Fair, proudly poses beside his pickup truck displaying the name of his friend, Vice President Lyndon Johnson. After he received the truck, given to him by the Ford Motor Co. at the Texas State Fair, Bashir ditched his camel and became a motorized camel cart driver. Story on page 12.

International Commerce

formerly FOREIGN COMMERCE WEEKLY

November 19, 1962 — Volume 68, Number 23

SPECIAL REPORT: Ecuador striving to raise living standards

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SIGNS OF THE TIMES: Large commercial houses in Ecuador carry a variety of products made in the United States. The store windows of the firm Comandato S.A. in Quito are typical and indicate the wide variety of American-made merchandise that is imported in this west coast South American market.

OVERSEAS REPORT

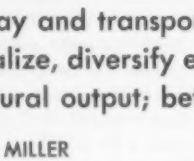
Ecuador striving to raise living standards; changes in trade patterns possible

Improved highway and transportation network required; seeks to industrialize, diversify export products and improve agricultural output; better housing needed

By W. B. MILLER

U.S. Commercial Attache, Ecuador

The Republic of Ecuador, as a participant nation in the Alliance for Progress, is now engaged in significant efforts to raise its standard of living to a level which will provide greater benefits for all of its citizens. It is seeking to industrialize, to diversify its export products, to improve its agriculture and forestry, to provide better housing for its people, to improve a highway and transportation network, to expand health and educational facilities, and in general to undertake a myriad of tasks which are a part of the process of economic change and economic growth.



W. B. Miller

As is frequently the case, the need for development is great, so great, in fact, that it is often felt that all of these activities must be undertaken and accomplished *"de un dia al otro,"* or overnight. This is impossible and progress in all directions is not equal or necessarily rapid.

It is clear, however, that the people of Ecuador share with the people of many other countries the desire for self-betterment, and the satisfaction of this desire will inevitably mean an increased demand over a period of time for capital and consumer goods, whether imported or domestically-produced. It is suggested that this greater demand by a developing country such as Ecuador may lead to changes in trade patterns, particularly with the United States. It is with the likelihood and possible effects of such changes that American businessmen should now be concerned, in order that adequate preparations may be made.

about the author

Born in North Dakota and educated at Northwestern University, where he earned a Ph. D. degree in 1951, Mr. Miller has served overseas with the U.S. Army (1943-45 and 1950-51) and the State Department, chalking up more than a decade of experience in consular and intelligence research posts.

Favorable market

Ecuador has for some time been a favorable market for products of the U.S. According to one U.S. research organization, Ecuador buys more from the United States, on a *per capita* basis, than does Brazil. Not only does the United States consume some 60% of Ecuador's exports, but approximately 50% of Ecuador's imports including machinery and vehicles, chemicals, ores, metals, and minerals, and textile fibers and manufactures have come from the United States. Thus, in the streets of

AMERICAN ITEMS POPULAR: A glance at a street vendor's tray in Ecuador shows that cigarettes, candy, and chewing gum manufactured in the U.S. are popular items for sale in this Latin American market.

Quito and Guayaquil, the country's two principal cities, and also in the outlying villages and pueblos, an American visitor sees familiar signs and products displayed in large and modern stores, and vendors sell American products on many a street corner. American products have earned, and deservedly so, a reputation in Ecuador for quality, high performance, and good service, although imports from Europe and from Japan are providing increasingly strong competition.

A calculation made by the Embassy earlier this year indicated that there were some 115 categories of imports for which the U.S. was the leading supplier, while at the same time there were at least 70 categories of imports for which the U.S. share was low and could, theoretically, be improved (1960 figures). The latter categories included such diverse items as plastics, perfumes, newsprint, twine, dishes and dinnerware, glass in sheets, pianos, watches and clocks, radio receivers, textile machinery, and toys.

See possible changes

The market for imported finished products is and will continue to be an important element in satisfying the needs of Ecuador's citizens, and hence an area which deserves the attention of American business. However, two factors—the announced intention of Ecuador to widen its industrial base, and the entry of Ecuador into the Latin American Free Trade Association—may in the foreseeable future bring about material changes in the pattern of trade between Ecuador and the United States. The significant change in the pattern of trade could well be increased emphasis on the importation by Ecuador of increasing quantities of raw materials, machines and machine tools, and parts for local assembly, and a lessening of the relative share of finished consumer goods.

1957 Industrial law

The industrial development of Ecuador has been accomplished for the past several years under an Industrial Promotion Law passed in 1957. However, there was a growing recognition that streamlined procedures under the law, additional benefits, and the stimulation of certain new types of industry were necessary if industrial development were to be accelerated in a manner consonant with the need. Thus, a revised Industrial Promotion Law was passed in August, 1962, which was designed to encourage especially those industries which produce for export, process raw materials, assembly industries, and industries which produce import substitutes. The Government may also from time to time determine special categories of industries as eligible for additional benefits. The degree of local interest in this law was evidenced by the fact that the Minister of Development, Lcdo. José Salazár Barragán, announced recently that applications had been received for benefits under the law for industries in some 27 different fields where there had been no previous activity.

Active Government role

The Government's role in the promotion of industrial development has been increasingly evident in several other areas. The Governmental Development Center (*Centro de Desarrollo*-CENDES) and the National Planning Board (*Junta de Planificación*) are actively engaged in the development of feasibility studies for industrial projects and the promotion of foreign investment in such projects. (*Resumés* of many of the CENDES studies are available through the U.S. Department of Commerce.) The July, 1962, revision of the Ecuadorean customs schedule contained lower tariff duties on raw materials and parts for assembly industries. Both Government and industry are cooperating actively to obtain maximum utilization of a $5 million loan for industrial development granted recently to Ecuador by the United States, and efforts are being made to develop credit institutions which can facilitate the financing of development.

The second factor of importance in a changing trade pattern is the participation of Ecuador in the Latin American Free Trade Association (LAFTA) and in the negotiations now being conducted by the LAFTA in Mexico City. As a "less developed nation," Ecuador may receive certain benefits not obtainable for other countries. Ecuadorean businessmen and industrialists therefore hope that the LAFTA will help offset one of the principal problems affecting the country's development—the small size of the local market—and will further stimulate a degree of industrialization appropriate to the country's resources.

AMERICAN GOODS FOR SALE: Venezuela Street in Quito's business center, has a number of firms that advertise American products, as the signs indicate. The Casa Americana, a modern department store, imports many items from the United States.

MAIN STREET USA? Almost like any main street in this country is this view of the main street in Quito, Ecuador, illustrating the wide variety of American-made goods offered for sale in South America.

These two factors combine to suggest that, although the market for finished products, both consumer and capital goods, will continue to be good and may in fact expand in time, the market for raw materials, machines and machine tools, and equipment and materials suitable for assembly industry within the country may increase. Industrialization here should also inevitably create a significant market for small "package plants" which will permit integrated and economic operation of various industries on a scale directly related to the size of Ecuador's market rather than to the larger scale needs of the United States. This area in particular should not be overlooked, since such package plants will create inevitably a demand for longer-term technical assistance, spare parts, and servicing facilities, and can lead to the creation of long-range and mutually beneficial trade contacts between Ecuadorean and American businessmen and industrialists. The emphasis on industrialization within the LAFTA framework also suggests that licensing arrangements should not be overlooked as a means of maintaining and expanding the American position in a market where trade patterns are changing.

American businessmen will of course recognize that the increasing demand of Ecuador for capital goods of the type mentioned above will cause a need for long-term credits and assistance in financing. There will inevitably be a direct relationship between the ability of American suppliers to provide financing, either through direct credits or in the form of investment, and the likelihood that American firms will be able to win Ecuadorean orders. American firms will probably therefore want to investigate fully the facilities of the FCIA insurance program, as well as the Export-Import Bank guarantee system. They may wish to consider the investment guarantee program of AID if direct investment is contemplated. Some combination of these programs may prove extremely useful in permitting firms to utilize the advantages being offered to American businessmen as the result of Ecuadorean government policy.

Many factors involved

Obviously, many of the developments and trends suggested in this brief commentary are still some time away from actual realization. The process of industrialization in any country is one which requires time, even though development may be speeded up as the result of programs such as the Alliance for Progress. The growth process also relies heavily on the desire of the people in any country to utilize efficiently the resources which the country possesses and on a high degree of political and economic stability which will permit the planning and execution of long-range investment programs. Nonetheless, the intent of Ecuador to seek increased economic welfare for its people is clear, and the policy instruments are known. Continuing close attention by American business to developments in this area should be worthwhile as a means of facilitating an adequate contribution by it to the plans for economic growth being developed by Ecuador and to the furtherance of the goals of the Alliance for Progress in Ecuador.

'Travel America' campaign spurred by Battle Creek

Chamber of Commerce provides person-to-person contacts

Streamlined hospitality, courtesy of the Chamber of Commerce, Battle Creek, Michigan, is reaching out to foreign visitors in some cases even before they reach the U.S.A.

On behalf of the Chamber's "Meet Your Counterpart Committee," Herbert W. Breitbach, manager of the Ermisch Travel Bureau, Battle Creek, attended the opening of the U.S. Travel Service office in Frankfurt, Germany, and described the Counterpart Committee's "Travel America" program to prospective visitors. Shortly afterwards Mr. Breitbach was in Las Vegas, Nevada, operating a booth to sell the "Travel America" idea at the 33d World Congress of Tourists.

Friendly welcome

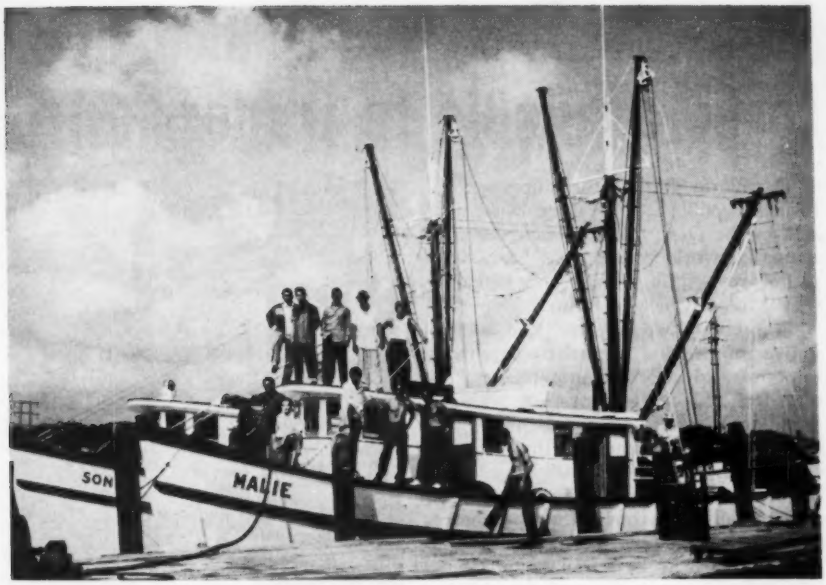
Under the carefully worked-out plan of the Battle Creek Area Chamber of Commerce and the local Travel Club, congenial hosts are provided for foreign visitors seeking contacts with Americans of comparable backgrounds and business and professional interests. Hosts are matched with visitors on the basis of personal information furnished by hosts on a Counterpart Committee questionnaire. The overseas visitors are thus introduced to persons with whom they can "talk shop".

"Travel America" sponsors consider Battle Creek ideal for such a role because of its position in the "heartland" of America half-way between Detroit and Chicago, its population of many ethnic strains, its industry, and its reputation as the "best-known city of its size in the world."

The "Meet Your Counterpart Committee" may be reached c/o Battle Creek Area Chamber of Commerce, P.O. Box 16, Battle Creek, Michigan.

PLASTICS ON THE FARM

Bologna, Italy, will be host city for a convention next spring (Apr. 26-28, 1963) on the use of plastic materials in agriculture. The convention agenda includes reports on the use of plastics in irrigation, and farm buildings.



READY TO SAIL: Panamanian crew ready to depart on newly built shrimper built in Florida yard.

Florida firm believed to be largest shrimp trawler builder

St. Augustine shipyards of Diesel Engine Sales, Inc., expected to launch 1000th ship in May; many exported

By HANK DRANE
The Florida Times-Union, Jacksonville

When you purchase shrimp from your grocery or fish market, the odds are about even that this delicacy of the sea was caught in nets lowered from a sturdy trawler built by Diesel Engine Sales Inc. of St. Augustine.

For Desco, as it is known in trade journals, is believed to be the world's largest builder of shrimp trawlers. In business here since 1947, the firm will launch its 1,000th ship next May, according to the present production schedule.

Not only does the shipyard dominate the domestic market, but in the past 30 months, with no previous experience in export trade, it has sold $3,540,500 worth of trawlers to foreign nations.

It is believed to be the only American shipyard to successfully export wooden trawlers in an industry dominated by foreign builders. Of the company's present production of five boats a month, more than 50 per cent are being purchased by foreign fisherman.

Oddly enough, the company's largest overseas customer is Mitsubishi International Corp. of Japan, a nation noted for its craftsmen who have flooded the world markets with all types of goods produced at rock-bottom prices.

This "coals to Newcastle" turning point in Desco's fortunes can be credited largely to L. C. Ringhaver, the firm's president who enjoys boasting that "the sun never sets on a Desco trawler."

The company's success has proved so spectacular that when the second World Fishing Boat Congress was held recently in Rome under sponsorship of the United Nations, Ringhaver was appointed to represent the United States. In this capacity, he gave a technical paper on production line techniques which he has applied to his company.

The shipyard, on the San Sebastian River, has been in operation since 1943, but Ringhaver did not appear on the scene until 1947. That year, the yard was purchased by George W. Codrington and J. H. Coppedge of Cleveland and Ringhaver was named manager.

Ringhaver had an extensive background in accounting, management and production control with the Cleveland Diesel Engine Division of General Motors.

Assembly line installed

"In 1947," he said "the yard was turning out two boats a month. I was convinced that assembly line production could be utilized in boat building and would turn out better boats at less cost.

"So we instituted mass production methods and set up a purchasing control system to keep costs at a minimum. This assured a steady supply of materials so there would be no delays on the line."

Using mass production methods, each craftsman became a specialist so as to utilize his skills to the best advantage.

"There were 38 employees when I came here in 1947," Ringhaver said, "and 30 of them are still with us. Our working force now numbers 120 and there also has been a steady expansion of yard space, building sheds, special tools and equipment, shops and outfitting docks."

From two shrimp trawlers a month in 1947, the company has stepped up production to as high as 12 trawlers a month with as many as 22 boats in various stages of construction at the same time.

The more than 950 trawlers turned out since 1947 have been a big factor in establishing shrimping as the No. 1 money maker in the fishing industry.

Ringhaver credits the production line as one of the chief factors in the company's success. But there are other important reasons.

One of his first steps, for example, was to commission Tams Inc., noted naval architects, to design a trawler that could be put into mass production. Numerous modifications have been made on this original design, many of them at the suggestion of fleet captains.

"We also do a lot of repair work," Ringhaver said, "which gives us a good picture of how our boats have performed."

Stronger boat

Some of the changes the firm has made in trawlers are longer lengths of lumber to produce a better planked and stronger boat; and steam bending instead of boiling the frames which allows workmen to rib a boat in seven hours with the frames going on while they are still pliable.

The firm has doubled the number of bolts used to secure such members as the engine log and clamps. Frames were placed closer and heavier clamps installed.

Ringhaver has gradually increased the size of his boats from 52 to 72 feet because, since 1953, shrimpers have been venturing farther out to sea to keep up with increasing demands for their product. Some boats stay out as long as 60 days.

Desco boats are light with very strong construction which enables them to take the sea much easier. Since they are recognized internationally as a standard craft, maritime insurance is available at low rates.

"Considering all these things," said Ringhaver, "we turn out a trawler at a price very close to foreign-built ships despite their much lower wage scales."

Ringhaver has carried on an aggressive advertising campaign and has been active in trade organizations. He has served as president of Southeastern Fisheries Assn., the National Shrimp Congress and the Shrimp Assn. of the Americas.

The steadily increasing demand for shrimp has, of course, been a big factor in keeping production lines rolling at the shipyard.

"The standard of living is getting higher throughout the world," he said, "which is helping to open up new markets."

It is fitting that the shipyard which builds more trawlers than any firm in the world should be located in Florida.

For it was 50 years ago that the late Salvatore Versaggi, known as the patriarch of the industry, established his shrimp company at Fernandina Beach, later moving to St. Augustine. The company has continued to operate under the leadership of Versaggi's five sons. His widow and one of the sons, John, still reside here.

FLORIDA SHIPYARD: View of St. Augustine shipyards, where shrimp boats are being built for export.

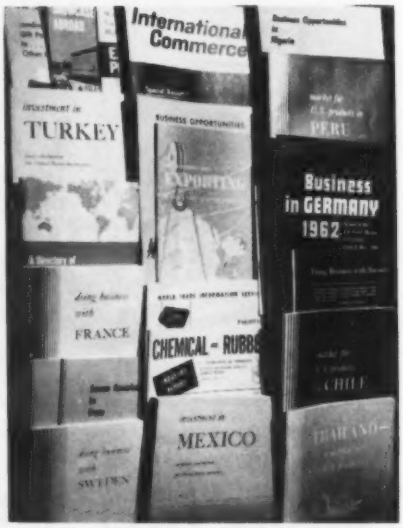
Overseas Business Reports to be available to traders

The World Trade Information Service, formerly published in three parts and sold by the Department of Commerce to interested world traders, has been completely revised in format and hereafter will be titled "Overseas Business Reports."

The reports contain basic and authoritative information needed by exporters, importers, investors, manufacturers, researchers and others concerned with international trade. Prepared and published by the Bureau of International Commerce, the reports will be sold by the Superintendent of Public Documents, and by all Department of Commerce Field Offices for 15¢ a copy or $18 a year. Subscribers to International Commerce, however, may order copies without charge from the Department at the time of publication, when they will be listed in the Book and Reports section of this magazine.

It is expected that the first Overseas Business Reports will be available early in January 1963, and as each report becomes available, it will be announced in International Commerce.

This issue of International Commerce contains a checklist of all available titles in the World Trade Information Service and other Department publications. The number of pages, and price is listed for each title. Also included in the checklist are a number of publications published



by other government agencies and commercial firms, that will be of interest to international traders.

Detailed information on how "IC" subscribers may receive free copies of the Reports will be published when the new titles are announced.

International book fair scheduled in Jerusalem

The Jerusalem municipality will sponsor an international book fair April 20-28, 1963.

Both national and private exhibits of books and other publications, musical scores and literary records will be included. The manager of the fair has invited both U.S. commercial and national participation.

Exhibitors may participate without personal attendance, and arrangements can be made for individual books to be displayed. The U.S. Embassy in Tel Aviv reports that books may not be sold to the general public during the fair but special arrangements can be made in order to "pass on" exhibits to an Israeli bookstore at the close of the event.

Additional information is available from the General Management, Jerusalem International Book Fair Co., 70 Jaffa St., Jerusalem, Israel. Cable address is JERFAIR.

Automation expert discusses attitudes of management in Europe, United States

Contrasts result from differences in capital and raw material availability, labor costs, time emphasis, other factors

By E. M. GRABBE

Senior staff consultant on automation, Thompson Ramo Wooldridge, Inc.

In examining the differences in attitudes of management in Europe and in the United States, one finds a broad spectrum of points of view on both sides of the Atlantic. The contrasts, on the average, are differences of degree of similar attitudes.

I have spent the past 2 years in Europe, and this is a relatively short time to become acquainted with business policies and methods of operation. On the other hand, if one stays longer one begins to adopt European attitudes. Also there are considerable differences between European countries, and any generalization will have exceptions.

E. M. Grabbe

I have been involved with joint-venture European-American companies starting out in the sale of advanced large-scale automation systems. For a small new company in this field there is a sense of urgency in that the company must make sales as soon as possible since its capital is limited. The companies with which I have been associated are in the field of digital computers for industrial process control and they cover the broad fields of petroleum, chemicals, steel, and power. The experience I speak of has to do with selling computer control automation systems which sell in the range of $150,000 to $250,000 per system to a broad segment of industry. Many of my remarks will not apply to smaller lower priced equipment and systems.

Over 200 process control computers have been sold throughout the world. About three-quarters of these have been sold in the United States and about 30 in Europe. In the fields of business and scientific computers the ratios of computer sales are about the same as in the process control field: U.S. 9,000 to Europe 1,700.

Background factors

Attitudes of management and personnel are affected by differences in situation which exist between Europe and the United States. European countries tend to have a few large companies in each field and these companies are usually strongly favored by their own governments. Raw materials and fuel costs are higher due to exhaustion of the best natural resources and the existence of cartels. Time appears to be less important and things move at a slower pace. Two major wars in a half century have left their mark in reluctance to invest in long-range projects. With the coming of the European Common Market, this factor is disappearing. Also in Europe, few companies have a long-term technical policy and therefore mostly decide on their technical investments on a short-term limited-horizon basis, usually influenced by short-term pay-back considerations.

In the United States, on the other hand, we have a sense of urgency in getting things done, capital is available for expansion into new fields, and we still have an abundance of many raw materials and natural fuels. There are larger numbers of small companies as well as a group of large corporations. Many companies have long-range technical policies.

In Europe, labor is cheaper but equipment costs are often equal to U.S. costs because of lower production rates and high material costs.

Management attitudes

The conservative attitude of European business comes from less urgency about time, less desire to take risk, lower labor costs, and tight capital. In the United States, the bold approach is more frequently encountered in which a customer is willing to go ahead with a large automation program for which it is sometimes difficult to ascertain the exact monetary benefit. With techniques moving ahead in the United States and less activity in Europe, there is a tendency in Europe to 'wait and see' the results.

Part of the bold approach of U.S. management is the result of a stronger scientific background, whereas in Europe there is more financial domination of management. Even when European managers have scientific background they fear to decide on bases other than financial because they may then be considered "irresponsible" and lose the confidence of their backers. This difference also exists down to the sales level. In the United States, many good engineers go into sales work whereas in Europe the top-notch engineer looks down upon sales. The sales effort of the United States is more intense, whereas European sales move along at a slower pace. In European sales, personal and traditional relationships are often more important than technical excellence of a product.

The ratio of labor costs to capital equipment costs encourages Europeans to consider before making large capital expenditures. Since labor costs are low, each piece of equipment is evaluated in terms of man years of labor. Such comparisons overlook the fact that advanced automation systems do things that man cannot. The benefits come from higher production, better quality, and more efficient usage of raw materials and fuels, rather than savings of labor.

Movement of personnel

U.S. management appears to do a better job of keeping up with the present state of technology and the capabilities of existing equipment, although this varies in degree from company to company and industry to industry. In Europe, managements are more stable and there tends to be less movement of personnel. It looks "bad" for a technical man to change companies several times during his career and as a result he takes fewer

about the author

A specialist in application of complete automation to industrial plants, and author of more than 40 technical publications and books, Dr. Grabbe at present is in Italy as a member of the U.S. Industrial Automation Mission. He has a B.S. degree from Duke University, an M.S. from Brown, and a Ph.D. from Yale.

technical risks. Consequently the top managements often lack both scientific content and new blood and tend to be out of date in their knowledge of technical advancements in industry.

In Europe, there is less delegation of responsibility and more dictatorial management. Engineers follow orders and have less influence on high-level management decisions. In applying new technology they are less likely to admit that their processes are not working at highest effiicency.

U.S. engineers are more likely to admit deficiencies in their operations and seek new solutions. In general labor is more mobile in the United States, so that personnel are less concerned with security in a given company. The chief instrument engineer in many large European plants may be called upon to decide on complex automation systems. Since his authority for spending may never have exceeded $5,000 he shies away from responsibility for deciding on a $150,000 investment.

European industry believes that its problems are special and that U.S. solutions may not apply. This point of view is sometimes correct but it is often applied without inquiry into a given situation. European managements shy away from the bold approach of taking a large spectacular step ahead but tend to make piecemeal advances or attempt the 'do it yourself' approach.

There are strong nationalistic feelings in both European and U.S. companies that they should buy equipment developed at home rather than that which is imported. In Europe this is partly due to lack of foreign exchange but also to an intense nationalism associated with the post-world-war industrial expansion.

Banks have a strong influence on much of European industry and their conservative attitude often restrains companies from moving into new fields. Today they recognize the need to move ahead but their cautious approach is deep rooted.

With the coming of the Common Market many of the influences which affect management attitudes will change and the differences between U.S. and European attitudes may well disappear. As European companies apply more automation, they will be more able to compete in world markets. Joint ventures will play an important role in this development.

Excerpted from an address given at the 17th annual conference of the Instrument Society of America, held last month in New York.

Report on shamrocks and Irish colleens

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

New York, N.Y.—A dozen years ago the Republic of Ireland had a wealth of shamrocks and pretty colleens and strong men, good and true, but very few ways for its fine lads to make a living.

As a sort of garden for England, raising splendid animals and dairy products, the economy was poor and hard. Scarce an industry existed that could employ a man.

But now there is an entrancing romance in the Irish government's program to start in flint hard fashion building their own industry and to carry out an export expansion program.

Our appreciation began by sitting next to John Lynch in the velvet, regal luxury of one of America's finest banquet halls, surrounded by the smoky red and lavender blue loges that in tiers like an old world opera house envelop the tables on the main floor.

Mr. Lynch was attending the closing dinner session of the recent National Foreign Trade Council convention and is the young and personable Minister for Industry and Commerce of Ireland, a conservative in dress and politics, his hairline receding a bit, but still with the athletic bearing that befits one of the great football and hurling players of all-time, named no longer than a dozen years ago for six years running to every Celtic all-star team.

As an elected member of the de Valera cabinet, Mr. Lynch had journeyed across the sets on his first United States visit in some years, enchantingly all the while praising Ireland and its products, from the luxury of its linens to the succulence of its stout, but mindful to put in a few too-raloo-raloo's for his favorite project which is to tell the wide world over that the land of the shillelagh is a miraculously magnificent place for foreign firms to establish manufacturing plants.

So far 140 companies have located there, including 12 from this country which is a cause for pride, but still a little bit like owning the largest camel in Minnesota.

"Mostly, though," he says, "they're from England and Germany, but even Sony from Japan have a tiny operation that employs about 40 people. Last year, nonetheless, we created about 10,000 jobs."

We mentioned to the Minister that there were more Irish in the United States than in Ireland.

"Oh, sure," he grinned, blue eyes shining like that morn in Spring. "They parade on St. Patrick's Day, wear green carnations and ties, and cry like idiots when they play Mother Machree, but then they forget us."

All governments are interested in attracting industry and the Irish offer much. If you go to the depressed areas you may be given the property for nothing, have a building erected at government expense, and then the Irish will pay half the cost of the machinery to get you started.

"We even passed a law last year to keep the pubs open on St. Patrick's Day," smiles Mr. Lynch, "so now there's no reason for you fellows not to come over."

We had been reading lately the comments made by Dr. Gustave Lanctot, a member of the Royal Historical Society of Great Britain, who claims that the Irish discovered America back in the 9th Century when they occupied Ireland.

" 'Tis very likely," agreed Mr. Lynch urbanely, as befits an official from this land so sweet and fair, where shamrocks grow by star dust rains and angel smiles are never rare.

"E" AWARD PANEL AT WORLD METAL SHOW: Headed by Secretary of Commerce Luther H. Hodges, a panel of "E" award experts discussed opportunities for the metalworking business overseas. L to R, Secretary Hodges; Allen Ray Putnam, American Metals Society; Robt. E. Riordon, Wheelabrator Corp.; Dr. Joseph Zimmerman, Miles Metal Corporation; Dr. Edward C. Bursk, American Marketing Assoc.; and Dudley T. Colton, Johns-Manville International Corporation, New York City. Approximately 25,000 scientists, engineers and technicians attended the show's five-day working sessions.

U.S. Chamber of Commerce in London gets 'E' award for stimulating exports

First overseas business organization to receive honor; cited for 'outstanding assistance' to U.S. exporters

U.S. Ambassador to England David K. E. Bruce presented President Kennedy's "E-for-Export" award last week to the American Chamber of Commerce in London in ceremonies held on November 13.

The Chamber is the first overseas U.S. business organization to be given the honor.

Secretary of Commerce Luther H. Hodges selected the Chamber to receive the coveted award for its "outstanding assistance to American manufacturers and exporters."

The blue and white "E" pennant, a revival of the "E-for-Excellence" award presented to U.S. industrial plants for their outstanding production achievements during World War II, was accepted by Harry E. Hartzell, second vice president of the Chamber.

Ambassador Bruce praised the Chamber for its work in providing U.S. businessmen with information concerning trade opportunities in the United Kingdom.

Service, information

The American Chamber of Commerce in London, composed of over 1,500 members and incorporated in Washington, D.C., is concerned with service in the field of Anglo-American trade and investment. It recently formed a Trade Expansion Committee to work in concert with the U.S. Government on the export problem. It also collected information affecting imports of U.S. goods into Great Britain.

This information was analyzed by the Chamber and the U.S. Embassy in London and forwarded to Washington. The Commerce Department then released much of the information to American businessmen and the trade press.

The Chamber has also given active support to the U.S. Trade Center in London.

The "E" awards are presented to U.S. firms, individuals and organizations who have made significant contributions to the U.S. Government's export expansion program. The winners receive pennants and gold "E" lapel pins and specially inscribed certificates signed by Secretary Hodges citing their specific contributions.

Awards are granted in 3 categories—companies which manufacture products for export, firms which work in support of increased exports, and individuals or organizations who make significant contributions toward expanding the travels of overseas visitors to the United States.

SWEDISH TOURIST INCOME

According to the OECD tourist committee's annual report, Sweden's income from tourism in 1961 totaled about 590 million crowns, with Swedish tourists spending 575 million crowns abroad. Thus, Sweden had a tourist net profit of only about 15 million crowns, compared to about 80 million crowns in 1960. One Swedish crown equals $0.193.

AN 'E' WINNER'S STORY

Minnesota hydraulic equipment, tool manufacturer develops worldwide sales, distribution network

Participation in international fairs creates considerable interest of important buying groups, tool firm finds

By CARLOS V. del MERCADO
Manager, International Division, Owatonna Tool Company

The Owatonna Tool Company, manufacturer of a wide variety of maintenance tools and hydraulic equipment, is a recent recipient of President Kennedy's "E-for-Export" award.

Founded in the southern Minnesota city of Owatonna by Mr. R. A. Kaplan in 1925, OTC made its first determined efforts to succeed on the world market in 1953, with the establishment of its own International Division.

Prior to that time, export sales had been sporadic, with no concentrated marketing effort being applied. In the past 9 years, however, a worldwide network of distributors and representatives has been established. Sales of products in 100 free-world nations have been the result.

Personal visits stressed

In developing its international markets, the company has relied upon both personal visits to the areas concerned and intensive correspondence. The value of personal contact cannot be overemphasized. Even a brief visit accomplishes more in the creation of better understanding and closer relations between factory and distributor than any amount of correspondence can.

Expansion of the number of distributors in established markets and creation of outlets in the new nations is a future export aim. Participation in overseas trade fairs, either directly or through distributors, is an important function in the attainment of this goal.

Arrangements are being made—with OTC's distributor in Spain—for participation in the International Construction Fair to be held in Madrid. This exposition will coincide with the Fourth International Road Federation Conference, also taking place in Madrid.

The International Division has found that participation in such fairs and expositions has created considerable interest in the firm's products—on the part of foreign industrial concerns, government dependencies dealing with public roads and agriculture, and other important buying influences.

The company produces a diversified line of tools and equipment to maintain automobiles, trucks, tractors, roadbuilding machinery and industrial equipment in general.

In addition, the firm manufactures a complete line of high-pressure (10,000 pounds-per-square-inch) hydraulic equipment, including pumping units, single and double-acting cylinders and a wide selection of hydraulic shop presses . . . having a capacity range of from 4 to 150 tons.

OTC products which have enjoyed wide acceptance in the world market include a "pulling system"—a line of mechanical and hydraulically-powered pullers which permit safe, fast removal and installation of gears, bearings, sleeves and other tightly-fitted parts on many types of automotive, industrial and construction machinery.

The removal of parts, without damage, is extremely important to foreign owners of American machinery. Makeshift removal and installation methods can result in destruction of a key part which may take weeks or months to replace.

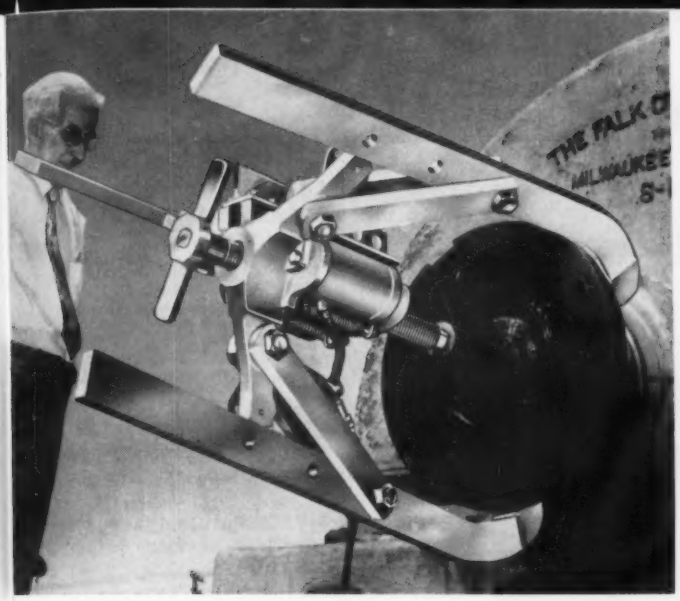
OTC pullers range in capacity from a few pounds to 100 tons.

New products introduced

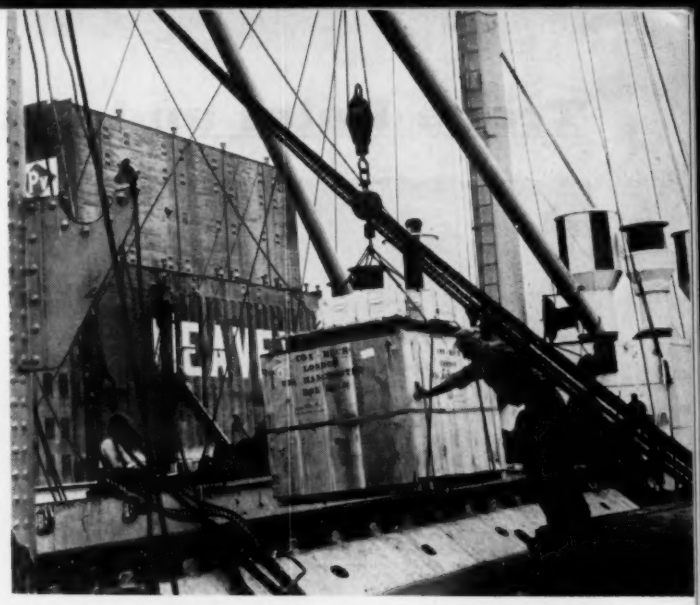
The company's "Trackmaster," a hydraulically-operated crawler track press, has also had successful export sales. This press introduced the principle of removing track pins and bushings in one operation. This was accomplished without any danger of damaging the parts being removed, and with complete safety to the operator.

In addition, OTC's International Division has successfully marketed stand-

MOBILE TRADE FAIR EXHIBIT: Owatonna tool display at Jeddah, Saudi Arabia stop of Isbrandtsen steampship company's traveling trade fair attracted many interested viewers as shown below.



HYDRAULIC PULLER: Typical of some of the heavy equipment the Owatonna Tool Co. produces is this 100-ton, 3-jaw puller shown in position and ready to remove the coupling from a large speed reducer shaft.



DESTINATION LONDON: A shipment of OTC tools, the first Minnesota manufactured export shipment from what is now the international port of Duluth, goes aboard ship for delivery to an overseas tool market.

ard hand tools, such as punches and chisels, in such countries as Germany, Sweden and Switzerland in the face of intense local competition.

An extensive, continuous program of research and development results in the constant introduction of new products. Recent developments include a new hydraulic-system tester. This instrument checks individual hydraulic-system components for efficiency, eliminating guess work in repair operations.

Special hydraulically-powered equipment to replace center and end-beam bushings of the Hendrickson tandem axles, used in many off-the-road trucks, is another innovation.

A line of specialized tools for railroad-axle-journal roller-bearing service is also produced. These tools permit the removal and installation of roller bearings without removal of wheels.

The recent presentation of President Kennedy's "E-for-Export" award to OTC, by Secretary of Commerce Luther H. Hodges, carries on a history of patriotic achievement by the Owatonna Tool Company. During World War II, OTC received 5 Army-Navy "E" awards for excellence in defense production.

OTC's International Division will strive for future growth in export sales, doing its part to help maintain the balance of trade for the United States.

OUTLANDERS IN NETHERLANDS

Of 487 foreign industrial ventures established in the Netherlands since World War II, 205 are American. 132 are subsidiaries of U.S. firms, and 73 represent joint ventures with Dutch participants.

Iowa, Maryland firms join ranks of 'E' winners

Control valve, paint, plastic producers cited; another Minneapolis firm added to list

The first "E-for-Export" winning companies in the states of Iowa and Maryland were recently announced. In addition, another Minnesota firm has joined the ranks of those honored with President Kennedy's "E" for export excellence.

The Farboil Company of Baltimore, Md., a manufacturer and exporter of marine paints and plastics, became a new winner on November 13.

At that time, William H. Lukens, vice president of Hollingshead Corporation of Camden, N.J., and chairman of the Eastern Pennsylvania Export Expansion Council, presented the "E" flag and citation to executives of the Farboil Company in ceremonies held in Baltimore, Md.

In the past few years the first Maryland "E" winner developed overseas markets for its products despite severe competition. The firm's export business has increased from 14% to 40% of its total sales since 1959 aided by vigorous sales promotion, supported by warehousing of its products, in Europe and Asia.

Eugene P. Foley, Deputy to Secretary of Commerce Luther H. Hodges, presented awards to 2 Midwestern firms in ceremonies held during a dinner meeting of the Minneapolis World Trade Association on November 14.

The firms were Bros Incorporated of Minneapolis, Minn., and the Fisher Governor Company of Marshalltown, Iowa.

A manufacturer of automatic control valves for varied industrial applications, the first Iowa "E" winner was cited for development and sale of new products of its engineering sales force and plant research to meet specialized needs in Latin America and for its aggressive selling in the face of severe competition in the Far East and other areas.

The citation and blue-and-white "E" pennant were presented to executives of Bros in recognition of the company's development and sale of specialized machinery for use in Latin America, Africa and Southeast Asia during the past 3 years.

The Minnesota firm originally manufactured highway and airfield construction equipment. More recently, it has developed specialized agricultural equipment to speed new cultivation of sisal hemp in old fields, as well as a deep plow that turns over soil from a depth of 2½ to 3 feet.

PHILIPPINE—GERMAN TRADE

The Philippine Ambassador to the Federal Republic of Germany has announced the formation of a Philippine-German Trade Committee to step up trade and investment between the 2 countries. Philippine imports from West Germany totaled $30.8 million in 1961, approximately 5% of total Philippine imports.

BASHIR DELIVERS THE GOODS: Bashir Ahmed, who now drives a Ford pickup truck instead of a camel cart, delivers bread and doughnuts to an orphanage in Karachi. The food, made at the U.S. pavilion at the Pakistan International Trade Fair in Karachi, was donated by U.S. exhibitors. The fair ends Nov. 20.

Pakistani camel cart driver aids U.S. exhibit in Karachi

Bashir Ahmed uses pickup truck to deliver U.S.-donated food to hospitals, schools and orphanages in Karachi

Ever wonder what happened to the Pakistani camel cart driver who came to visit Vice President Lyndon B. Johnson?

Bashir Ahmed, who visited the Vice President in 1961, is now working for the official U.S. exhibition at the Pakistan International Trade Fair in Karachi.

His employer is the International Trade Fairs division, the U.S. Department of Commerce's unit which sponsors American trade exhibits at overseas trade shows. The Karachi fair, which opened October 12th, will run through November 20th.

Bashir, with his Ford pickup truck (he has ditched the slow-moving camel), now delivers doughnuts and breads donated by U.S. exhibitors to hospitals, orphanages and schools in Karachi. The bakery products are made at the U.S. pavilion to demonstrate the efficiency and superiority of U.S. bakery equipment.

A sincere friend of the United States, the happy camel driver is a popular figure around the Karachi fairground, and he is especially popular with the hospitals, orphanages and schools to which he delivers the food.

Bashir first met Johnson when the Vice President visited Pakistan in May 1961. The Vice President invited him to visit the United States. Bashir accepted and when he arrived the next October, he was given the red carpet treatment.

Personal tour

Mrs. Johnson took Bashir on a personally guided tour of the Nation's Capitol, and later the Vice President entertained Bashir at his famed Texas ranch.

While visiting the Texas State Fair in Dallas (and incidentally, the first fair Bashir had ever seen), the Ford Motor Co. presented Bashir with a brand new Econoline pickup truck. He liked it so much that he sold his camel.

Theme of the U.S. exhibition at the important Karachi fair is "Machines in the Service of Man." Some 90 U.S. firms are displaying their machines and equipment.

Outstanding attractions include a model bakery and a demonstration kitchen where doughnuts and packaged foods are being prepared. Pakistani fairgoers see and sample doughnuts made on a machine which turns out 900 per hour.

More than 110,000 Pakistani fairgoers crowded into the U.S. pavilion during the first week. In 1955, when the United States first participated in the Karachi fair, some 950,000 persons visited the U.S. pavilion.

Maritime exhibit to take place in Finland

U.S. outboard motor products expected to be strong point

The first large international maritime exhibition to be held in Finland will take place in Helsinki Sept. 13-29, 1963.

The fair, "Navigare 63," will be held on the grounds of the Finnish Exhibition Hall. It will be sponsored by the Finnish Fleet Association and managed by the Finish Fair.

Application for exhibit space should be made before Dec. 31, 1962, to the Finnish Fair, Helsinki-Töölö, Finland. Cable address is FENNEXPO.

Sections in the exhibition will include shipbuilding; supplies, fittings and fixtures for shipbuilding industries; shipping and passenger traffic; pleasure boats and equipment; commercial fishing; harbors and equipment; maritime research; navigation equipment; navigation associations and organizations; maritime history; future of navigation; and sea defense.

Outboard motors—a field where U.S. products have been predominant despite a considerable increase in European competition in recent years—will be included in the section to be devoted to pleasure boats and equipment.

All-U.S. exhibit in Buenos Aires well attended

Pharmaceutical, silicone shows, animated exhibits prove popular

The recent all-U.S. exhibition in Buenos Aires drew large crowds from the Argentine public and buyers who came to see the products displayed and demonstrated by 57 U.S. firms.

Keen interest was shown in the animated exhibits. Show stoppers included an exhibit demonstrating how the U.S. pharmaceutical industry develops, tests and markets its many lifesaving pharmaceuticals.

Another exhibit devoted to the far-reaching industrial and medical applications of silicones attracted much attention.

Other U.S. displays, all aimed at showing how the people of Argentina and the U.S. are "Allies in Progress," included shows covering transportation, automobiles, agricultural products, forest conservation, and various types of machinery and tools.

The event was held from Oct. 20 to Nov. 11. Argentine President Jose Maria Guido, U.S. Ambassador to Argentina Robert McClintock, and Capus M. Waynick, representing Secretary of Commerce Luther H. Hodges, attended opening day ceremonies. Waynick is president of the Richardson Foundation of New York and former ambassador to Nicaragua and Colombia.

AT BUENOS AIRES FAIR: Visitors to the all-U.S. show in Argentina's capital listen attentively to an explanation of the application of silicones. The theme of the event is "Allies in Progress."

Housing Fair in Naples to be held next summer

The 6th annual Naples International Housing, Home Furnishings and Clothing Fair, usually referred to as the Naples Housing Fair, will be held next year June 28-July 14.

The fair is a market place for the presentation of consumer goods by local dealers, reports the U.S. Consulate General in Naples, adding that U.S. producers of consumer goods should find the event a "convenient means" of introducing their products to the Naples market.

Business machines and office equipment show set in Bangkok

Market in both lines increasing in Southeast Asia; promotion aimed at generating on-the-spot sales

Business machines and office equipment will be displayed next summer at a special show at the U.S. Trade Center in Bangkok.

The market for these machines and equipment is increasing in Southeast Asia. Programs are underway in the various countries not only to modernize and diversify agriculture but also to promote industrial expansion.

The exhibit, to be held June 18-July 19, 1963, will feature products used extensively by almost all business enterprises, institutions, schools, government units and offices in private homes.

The promotion is aimed at generating on-the-spot sales, strengthening the position of U.S. manufacturers already exporting to this area, and helping non-exporters to these markets secure competent permanent representation.

Export markets served by the Trade Center in Bangkok are those of Thailand, and the Federation of Malaya, Singapore, Burma, Viet-Nam, Laos and Cambodia.

The show will be sponsored and arranged by the U.S. Department of Commerce in collaboration with the Department of State and the Business Equipment Manufacturers Assn.

Companies interested in participating should enclose product literature to E. J. Krause, Director, Trade Centers Division, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

ECUADOREAN FAIR

An estimated 115,000 visitors saw the "largest and finest" exhibit of U.S. products ever displayed in coastal Ecuador at the recent 18th annual Agricultural, Industrial and Commercial Fair of Guayaquil. The fair was held Oct. 5-15.

Two U.S. firms discover worth of trade fairs

Requests for licenses follow West Berlin fair participation

The Industries Fair of West Berlin, Sept. 22-Oct. 7, was successful. At least for 2 U.S. firms who mounted exhibits at the event.

The Padlocker Machinery Division of the Atlantic Gummed Paper Corp., relatively new in the machine building field, discovered that its Padlocker machines "will sell well in Europe." The New York firm was approached by a number of prominent European machine manufacturers with requests for licenses, and it is now actively negotiating with 3 of them.

A company spokesman said, "we will probably choose one of them before long."

The Woodman Co., Inc., of Decatur, Ga., signed a contract, just before the show opened, for AMF International to represent it for the sale of pretzel weighing equipment in Germany.

"Since the show we have had correspondence from AMF International requesting that they represent us in all of Europe and Asia on pretzel and other types of weighing machinery, plus the possibility of licensing this equipment through the international branch," according to a firm spokesman.

U.S. small cars popular at auto show in Paris

U.S. small cars produced in Europe proved to be the outstanding feature at the recent 49th Paris Auto Show, the U.S. Embassy in Paris reports.

At the fair, Ford introduced its new lines in this field—the Cortina and the Cardinal; General Motors brought out its new model, the Kadette.

"These models created widespread buyer interest and promise to be formidable contenders on the growing French market," the Embassy reports.

No major segment of French industry is enjoying more prosperity this year than the French automotive industry, according to the Embassy. In 1961, 839,000 automobiles were sold in France and registrations this year are running about 20% ahead of last year's rate.

The Embassy reported that foreign producers are sharing very significantly in the French market, with imports now accounting for about 10% of domestic registrations. French imports this year are expected to run well over 100,000 units.

Rising consumption trends, the Embassy states, are reflected not only in automotive units but in the entire field of automotive equipment and accessories.

The fair was held Oct. 4-14 and attracted 850,000 visitors; 1,300 exhibitors from 16 countries displayed their products. A total of 37 U.S. exhibitors took part in the event.

U.S. participation urged in Padova Trade Fair

The 41st International Trade Fair of Padova, the most important samples fair in northern Italy after the Milan event, will be held May 29-June 13, 1963.

The U.S. Consulate General in Venice has recommended U.S. participation in this show.

Agricultural show set by Iraqi organization

The Mosul Branch of the Iraqi Agricultural Organization has announced plans for its first annual agricultural fair, to be held in Mosul March 1-April 30, 1963.

The U.S. Embassy in Baghdad reports that because of the "current political instability" there direct participation of U.S. firms is not recommended. "On the other hand," the Embassy says, indirect participation through established Iraqi agents and distributors "should be encouraged due to the importance of Mosul as an agricultural center."

Interested U.S. firms should contact Hisham al-Noori, Secretary, Mosul Branch, Iraqi Agricultural Organization, Muaskar St., Mosul, Iraq, by Dec. 31, informing him of space desired and goods to be exhibited. A pavilion design should be enclosed.

FILTER TIPS GAIN

Free World output of filter tip cigarettes has about quadrupled since 1955 and accounted for almost one fourth of the total output in 1961, the Foreign Agricultural Service, USDA, reports. Largest producers are the U.S., United Kingdom and West Germany.

American firms urged to exhibit in Utrecht shows

Europeans said to be puzzled at small U.S. participation

Europeans who attend one of the Continent's largest trade fairs are puzzled.

They cannot understand why more U.S. manufacturers and trade associations don't take advantage of the "excellent opportunities" for expanding sales and business relations and introducing new products.

These events—the Utrecht International Trade Fairs—are well attended and strictly business shows, reports the U.S. Consulate General in Amsterdam. Over a period of years U.S. participation has been "relatively small" and Europeans have been unable to understand why there hasn't been more.

In connection with the Export Expansion Program, the Consulate General recommends that the Department of Commerce and consumer goods trade associations urge their members "to seriously investigate" the possibilities offered by taking part in the fairs.

The 80th Utrecht International Spring Fair, featuring consumer and technical goods, is scheduled to be held March 11-19, 1963, at both the Vredenburg and Croeselaan sites of the Royal Netherlands Industries Fair.

Sales increase noted

Sales at the 79th Utrecht International Fall Fair Sept. 10-18, were good to excellent, according to exhibitors, and in most cases the value of business transacted was 15% to 30% higher than that at the 1961 Fall Fair.

Results obtained by exhibitors were reportedly very satisfactory, according to a fair spokesman. The best results in terms of orders booked were reported by exhibitors in the following sections:

Textiles, toys, glass, china, porcelain, domestic and luxury articles, tableware, leather goods, office supplies and handicraft products.

There were 1,254 exhibitors from 24 countries.

Additional information is available from the Division of International Trade Fairs, Bureau of International Commerce (BIC), Department of Commerce, Washington 25, D.C.

Higher European output costs enable U.S. firms to compete

Commerce official says rising wages, fringe benefits and skilled labor shortage help narrow price gap

Steep rises in European wage rates, higher fringe benefits for workers, and widespread shortages of skilled labor in many European countries are raising production costs and making it less difficult for American businessmen to meet the prices of their European competitors, according to Assistant Secretary of Commerce for Domestic and International Business Jack N. Behrman.

Hourly wages in the major industrial countries of Europe have been rising much more sharply than in the U.S. Wages went up 11% in West Germany and France, and 10% in Italy last year.

Though average hourly earnings—ranging from about 40 to 60 cents in some European countries to $1.13 in Sweden—still are substantially below the U.S. average of $2.38, Dr. Behrman said many American manufacturers can produce and sell for less than their European competitors.

"Our highly automated industry is tremendously productive, and our unit-labor cost went down by 4% from 1957 to 1961," he said. "In Sweden and the United Kingdom, meanwhile, unit-labor costs climbed by about 11%. Productivity is rising in Europe, but it is gaining less rapidly than wage rates."

Other factors contributing to rising production costs for European manufacturers include:

❶ Liberal fringe benefits for workers, ranging from 14% of average hourly earnings in the United Kingdom to 74% in Italy, compared with 14% in the U.S. Benefits include liberal paid vacations and holidays, as well as unemployment, old-age, survivorship, workmen's compensation, health, sickness, and accident benefits. Family allowances also are paid in many countries.

❷ The scarcity of skilled labor. The shortage is acute in the Netherlands and Germany, and serious in parts of France and Belgium. General labor shortages exist in Denmark and Sweden.

"Bold, imaginative salesmanship, backed up by U.S. production efficiency, technological innovation, and delivery speed, can build good markets for every kind of American product in Europe," Dr. Behrman declared. "Now that President Kennedy has broad authority under the new Trade Act to bargain down tariffs working against U.S. exports on world markets, American enterprise will be increasingly free to compete for business in Europe and around the world."

Austria provides growing market for U.S. citrus sales

Tariff concessions and eased licensing procedures benefit U.S.

Canned single-strength citrus juices, although higher-priced than soft drinks with artificial flavoring, have sold fairly well during the past few years in Austria.

Official statistics for the current citrus year indicate that imports of canned juice may well reach a level of 2,400 metric tons in the current year, compared with 1,466 metric tons in 1959/60 and 1,657 metric tons in 1960/61, according to the U.S. Embassy in Vienna.

Citrus fruit juice finds a readier market in Austria than do soft drinks containing a citrus component, as consumers prefer an unadulterated citrus product.

Demand for unsweetened single-strength orange juice has led the market, followed by orange juice containing added sugar and unsweetened grapefruit juice. Sales of single-strength grapefruit juice containing added sugar have continued to be insignificant.

U.S. shipments of these citrus fruit juices accounted for 28% of total imports during the first 8 months of the current citrus year. The U.S. has held its share of the market despite vigorous competition from Israel, Greece and the South African Republic.

West Germany is an important supplier of unsweetened orange and lemon juice, the bulk of which is actually of U.S. origin.

U.S. exports of citrus fruit juices should benefit from tariff concessions put into effect on June 30.

The simplification in "automatic" licensing procedures of liberalized imports from the U.S., effective September 1, 1962, is another recent development which is expected to strengthen the competitive position of U.S. citrus fruit juices and fresh citrus fruit.

The new licensing arrangement involves a minimum of formality. Prior to this change, Austrian importers of liberalized U.S. products were required to file a time-consuming application for an import license.

Past Austrian imports of fresh citrus fruit from the U.S. have been limited to small amounts of Californian lemons due to severe competition from Italian and Spanish fruit growers. In view of this year's small apple crop in Austria, the market prospects for U.S. citrus fruit should be better.

U.S. firm to build Korean oil refinery

A contract for the construction of a 35,000 barrel per day oil refinery in southeast Korea has been signed by the Fluor Corporation of the U.S. and the recently formed Korea Petroleum Corporation.

The refinery will be located at Ulsan, where the Korean Government plans to develop an industrial complex which will include a fertilizer plant, an integrated iron and steel mill, and an electric power plant.

The cost of the contract, which covers both procurement of equipment and materials and actual construction, is almost $16 million of which 10% is due within 15 days after signing of the contract. The remainder is to be paid monthly, approximately in line with the deliveries of the equipment. Fluor will draw an undetermined amount of the dollar total in won to meet local currency requirements. Construction, which will follow the design specifications already drawn by Universal Oil Products Company of the U.S., is to be completed by February 17, 1964.

U.S. had $720 million deficit in 3d quarter trade balance

Improved Canadian position probably affected U.S. dip; advance debt repayments by France and Italy soften loss

The overall balance on U.S. foreign transactions, measured by changes in the gold and convertible currencies held by the monetary authorities and in liquid liabilities reported by banks, indicates a third quarter decline in our net liquidity position by about $720 million.

The Office of Business Economics, U.S. Department of Commerce, has announced that gold and foreign currency holdings of the Treasury and the Federal Reserve System declined by $550 million, and foreign dollar holdings increased by $170 million.

Seasonal adjustments in the various transactions approximately cancel out during the third quarter, and in this preliminary estimate the adjusted amount has been assumed to equal the actual overall balance.

The third quarter balance compares with an average of about $350 million per quarter during the first half of this year, and a figure in excess of $900 million in third quarter 1962.

Favorable developments affecting the balance during the July-September 1962 period included receipts of $471 million through advance repayments of postwar debts by France and Italy. These were to a large extent offset, however, by the effects of the measures taken by Canada in May and June to stop its loss of reserves.

During the first half of the year Canadian reserves declined by about $900 million, of which at least two-thirds, or about $600 million, accrued to the U.S. During the third quarter Canadian reserves rose by well over $600 million.

It is very likely, therefore, that the improvement in the Canadian balance of payments was a major factor in the deterioration of our own. Changes in the transactions with Canada affected trade, travel, incomes on investments and various types of capital movements.

The U.S. trade balance during the third quarter was less favorable than during the preceding quarter, as exports seasonally adjusted, declined somewhat while imports rose.

Exports declined from a relatively high amount in the second quarter, when shipments were increased by the Canadian developments as well as attempts to avoid later tariff changes by the Common Market countries in Europe. However, in September, both exports and imports may have been raised by an acceleration of shipments in anticipation of an extended shipping strike which started on October 1 but lasted only a few days.

Korea to buy $54 million in U.S. surplus food

The Republic of Korea has agreed to buy over $54 million worth of U.S. agricultural products under Public Law 480. The cost of ocean transportation is included in the above figure.

The agreement provides for sale of 150,000 bales of cotton valued at $20.25 million; 14.7 million bushels of wheat worth $25.74 million; 787,000 bushels of corn worth $960,000; 394,000 bushels of grain sorghums valued at $420,000 and 22 million pounds of tallow valued at $1.97 million.

The proceeds from this sale are to be used for loans to Korean and U.S. private enterprise; for common defense; for payment of U.S. obligations abroad and various other U.S. purposes.

Steel imports drop 24%; Pakistan is leading U.S. foreign steel market

Belgium-Luxembourg remains chief supplier of imported steel; Canada's increased capacity cuts into her demand for U.S. goods

Imports of steel mill products into the U.S. declined 24% in September, totaling 285,000 net tons, while exports fell 5% to 204,000 tons, according to the Commerce Department's Business and Defense Services Administration.

Imports were 90,000 tons below August but 16,000 tons higher than September a year ago. The figure was the second lowest this year, only slightly above February imports of 282,000 tons. Total imports of steel mill products in the first 9 months this year were 3,112 thousand tons, only 52 thousand tons below the total for all of 1961.

Belgium-Luxembourg continued to be the principal source of imported steel this year, supplying 923,000 tons, or 33% of total imports for the first 8 months. Japan was second, providing 624,000 tons, or 22% of the total. Imports from Japan this year are running 60% higher than a year ago. West Germany, Canada, France, and the United Kingdom supplied most of the balance.

The September exports of 204,000 tons were 10,000 tons below August but 39,000 tons above September a year ago. Increases in shipments of rails, bars and barbed wire were offset by decreased exports of semi-finished shapes and tin plate. September exports brought the total for the year to 1.5 million tons, slightly higher than the 1.4 million tons exported in the first 9 months of 1961.

Pakistan edged out Canada as the leading foreign market for American steel products, taking 226,000 tons or 17% of the total in the first 8 months. Major steel products exported to Pakistan included semi-finished shapes, 131,000 tons, and galvanized and other coated sheets, 46,000 tons.

Canada's purchases from the U.S. totaled 222,000 tons. Sales to India increased significantly from last year, rising to 138,000 tons and making that country the third largest market for our steel products. Increased steel making capacity in Canada and AID-financed purchases by Pakistan and India contributed to the displacement of Canada as the leading foreign market for steel.

ISTANBUL TO BUILD PIPELINE

According to the Turkish Information Office, New York, the Istanbul Water Board has put out a call for tenders to assist in the construction of a pipeline under the Bosphorus to carry water from Baltalimani on the European side of Istanbul to Kanlica on the Asian side. The pipeline is expected to be completed by mid-1963.

Argentina sets up control framework for home savings, loan associations

A minimum capital requirement of 20 million pesos (between $142,857 and $148,148) for housing savings and loan associations was established on October 31 by Government decree, the U. S. Embassy in Buenos Aires reports.

Such associations are now confined to home financing, including appended commercial space. The companies may constitute themselves as mutual lending societies, building and loan associations, cooperatives, profit-making institutions, or a combination of these.

A maximum ceiling of 3 million pesos (between $21,429 and $22,222) is established for individual loans, and a maximum spread of 4 percentage points is allowed between the interest rate paid to subscribers and the rate payable by loan beneficiaries.

Regulatory body

The Federal Housing Administration is charged with establishing regulations covering accounting practices, reports, selection of beneficiaries, reserve funds, etc.

The present Decree-Law provides a much-needed framework for the regulation of home savings and loan associations. The number of associations currently in operation is about 35, and a considerably higher number of applications for permission to operate is now pending.

Further information on articles appearing in this department, and on current foreign government trade and investment regulations for all countries in the world, is available from the Office of Regional Economics, Bureau of International Commerce, Department of Commerce, Washington 25, D.C., or as indicated in individual stories.

Germany sets up quotas for dried sugar beets

The Federal Republic of Germany has established quotas of unannounced size for imports from all countries of dried shredded sugar beets to be used for feed and for the production of coffee substitutes.

License applications may be submitted until the quotas are filled, but not later than December 28. The deadline for customs clearance is July 31, 1963.

Norway perfecting blueprints for power network

Bill calls for borrowing from World Bank for new facilities

Two new power plants at Rana and Trollheim and a transmission line between Rana and Tunnsjodal are proposed in an administration bill now before Norway's Parliament, according to *News of Norway* (Norwegian Information Service). Financing of the 510 million kroner ($71,428,571) total cost would be sought by applying for a major World Bank loan.

The proposed timetable calls for completing the transmission line and the first construction stage of the Rana-Trollheimen power plants before 1968.

Demand

Heavy demand for Rana-area power is expected to result from expansion of the MOSAL Norwegian-Swiss aluminum plant at Mosjoen and the Government-owned Norwegian Iron Works at Mo-i-Rana. More power will also be needed in the Trondelag area for expansion of the state-owned aluminum plant at Sunndalsora and for projected smelting works and wood-processing plants.

The Rana-Tunnsjodal transmission line would provide exchange of hydroelectric power between the Rana area, Trondelag and South Norway. To link the West Norway grid with other power areas, another line would be built between Aura, Grytten and Giskemo. Both transmission lines are proposed as part of a projected national power grid.

Foreign Contract Awards

Described below are recent contract awards for construction work and supply of equipment, materials and services. Although most of the work will be performed by the contracting parties, additional firms may be called upon to furnish assistance or services.

Supplemental information may be obtained on items designated by a star (★) from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C.

ISRAEL—Contracts for **constructing first stage of Eilat Port,** valued at about 9 million Israeli pounds ($3 million), jointly awarded to Israel contracting firm, A. & P. Gut, 8 Shalom Aleichem St., Tel Aviv, and Swiss engineering firm, Losinger & Co., S.A., 49 rue de Mondigou, Bern, Switzerland. Work on this stage to start in 4 months with completion expected about end 1964. Address offers for additional equipment, supplies or services to above-mentioned firms.

JORDAN—British firm, Munce and Kennedy Ltd., 133 University St., Belfast, Northern Ireland, awarded consultant engineering contract for proposed **sports stadium** near Amman, estimated cost 1,000,000 dinars ($2,800,000). Plans call for awarding construction contract to this firm. Stadium to seat 30,000, with facilities for sports field, racing track, basketball court and gymnasium. Scheduled for completion in 2 years.

VENEZUELA: BLACK BEANS

For every 6 kilograms of black beans imported into Venezuela, 1 kilogram of locally produced beans must be acquired by commercial importers under a Government move of October 16. The new resolution, announced in the *Official Gazette* on October 17, modifies a resolution of last summer (INTERNATIONAL COMMERCE, September 17, p. 39).

Indian companies look for joint ventures in abrasive products, packaging material projects

Seek combinations of capital, technical skills, equipment and technicians for their operations

Combinations of capital, technical know-how, technicians and equipment are sought in India to produce grinding wheels, coated abrasives, abrasive grains, fiberboard for use in containers and solid fiber shipping boxes.

Grinding wheels, abrasives. A manufacturing firm seeks a joint venture of capital, technical know-how, technicians, equipment and machinery to expand its production of grinding wheels and for the manufacture of coated abrasives.

It also proposes to organize a new entity to produce synthetic abrasive grains.

Industrial licenses have been granted by the Government of India for both projects. Present capacity in India fills only one-third of the total demand, according to reports.

The total financial outlay envisaged would be $2.6 million of which about $1.3 million would represent the amount to be raised locally. The balance would be contributed by the American participant, mostly in the form of equipment and technical services.

The company produces and distributes grinding wheels, segments, combination stones, sharpening stones, floor-polishing blocks and valve-grinding compounds.

Further information may be obtained by interested and qualified investors from the Office of International Investment, Code 4-3291-1, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Fiberboard, boxes. A producing firm wishes to obtain American financial and technical collaboration to establish an integrated plant to make fiberboard for use in containers and solid shipping boxes.

The Government of India has granted an industrial license, said to be the only one of its kind for this kind of packaging.

Demand is considered to be good, especially in view of expanding requirements and the present inadequate supply of wooden shipping containers which are widely used.

The company proposes to finance imported equipment and components valued at $273,000 through equity contributions by the American participant. Total project cost is estimated at $1.5 million and total U.S. participation should be $315,000. The balance of the capital would be raised by borrowings and public issue of stock.

Equity distribution details are open to negotiation between the promoter and the American investor.

This company now makes paperboard with semiautomatic equipment. Plant capacity is 8 tons a day based on 3 work shifts.

The firm also has a box manufacturing unit and printing press using imported equipment.

Write to the Office of International Investment, Code 4-2631-2, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Swedish firm offers furniture license

A Swedish furniture manufacturer offers a manufacturing license to U.S. furniture makers.

It sells its furniture in 42 countries, including the U.S., and wants to expand its U.S. market by licensing the production of its line in this country.

Brochures describing functional furniture are available on a loan basis from the Office of International Investment, Code 1040, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

New Zealand firm wants to make chemical items

A firm engaged in wholesaling commercial cleaning materials; manufacturing polishers, detergents, cleansers and air fresheners; and formulating and packing for other distributors, is interested in manufacturing and/or packaging chemical products under license from U.S. firms.

Write Hekter (N.Z.), Ltd., 126 Symonds St., (P.O. Box 8529), Auckland C.3, New Zealand.

Olive industry in Israel seeks U.S. technology

Complete processing, packing plant proposed; machinery, staff training needed

An established Israel corporation, formed by kibbutzin (cooperative agricultural settlements) in the Beit Shean valley, seeks technical know-how for an olive-processing and packing plant in that country.

The company also desires to equip its plant with American-made machinery and plans to have some of its employees trained in the U.S.

The capacity of the proposed enterprise would be about 2,000 tons annually and would entail all stages of processing —crop reception, weighing, sorting, washing, chemical treating, salting and storing for processing.

Tin, glass and plastics are being considered as packaging materials.

The firm manages several manufacturing enterprises and operates a cotton gin, date-packing and cleaning plant, a factory producing dehydrated alfalfa for cattle fodder, as well as companies which supply seeds, insecticides and earthmoving equipment.

A poultry-processing plant has been acquired recently and will shortly begin production.

Write to Mr. H. Altbach, technical manager, Regional Enterprises Bikat Beit Shean, Ltd., 84 Weizmann St., Tel Aviv, Israel.

Vacuum-packing, metal-working equipment asked

2 Belgian firms look for U.S. participation; manufacture in machinery field considered

Two Belgian firms seek American financial and technical participation to manufacture machinery, metalworking equipment and vacuum-packing facilities.

• An importer and wholesaler of raw materials for the baking and pastry industries, confectionery, chocolate and biscuit manufacturers seeks U.S. technical assistance and partial capital financing to establish vacuum-packing facilities for nuts and dried fruits.

Prospective outlets would include the whole Common-Market area in addition to Belgium.

Write to Antoine Brys, Ets. Markelbach & Corne, S.A., 24 Lange Herentalsestr., Antwerp, Belgium.

• A manufacturer of bolts and nuts seeks a joint venture with a U.S. firm having the patents and know-how to produce any salable product in the machinery, equipment or metalworking field. The firm is particularly interested in all kinds of articles which include small and medium-sized finished parts.

Funds, personnel available

Since the recent sale of one of its factories, the Belgian company has financing of from $140,000 to $200,000 available as well as 150 employees who worked at the plant which was sold.

There are 25 office workers and 125 factory workers.

Both funds and personnel would be utilized in the proposed joint venture. The Belgian company states that it would prefer a 50-50 arrangement, although it would accept a minority interest.

Write to Boulonneries Haut-Pre, S.A., 22 rue de l'Aumonier, Liége, Belgium.

VIET-NAM MOTORIZING

Viet-Nam's motorized transportation is growing. At the end of 1961, a total of 40,000 passenger cars were registered, up 2,000 from 1960, and there were 21,000 trucks and buses.

Netherland firms seek arrangements

Appliances, offset cameras, tools, outboard motors, diesel engines, strip metal, steam turbines cited

Four firms in the Netherlands seek U.S. licenses or joint ventures to make varied domestic or industrial products.

The product lines include household appliances, outboard motors and tools; diesel engines, steam turbines and boilers; strip metal for pipes and tubes; and offset cameras and metal parts for the metal industry.

Appliances, tools, motors. A manufacturer and exporter of high- and low-pressure die castings; sand and gravity die castings; aluminum, tin and lead foils; and powder metallurgical products seeks licenses to manufacture American consumer goods such as household appliances, tools and outboard motors made of high-pressure extrusion castings.

The company states that such additional parts as may be necessary to complete these units could be supplied by the U.S. manufacturer.

Write to N.V. Industrie v/h Van Lohuizen & Co., Vaasen, Gelderland Province, Netherlands.

Engines, pumps, turbines. A large manufacturer of diesel engines, pumps, steam turbines and engines, boilers and related products is interested in obtaining licenses to manufacture one or more additional lines.

Write to Koninklijke Machinefabriek Gebr. Stork & Co., N.V., Hengelo, Gelderland Province, Netherlands.

Strip metal for pipes. A joint venture with an American firm to make strip metal for the manufacture of pipes and tubes is sought by a Dutch firm.

The company produces propellers and various metals in blocks, strips and bars.

The complete details of this proposal may be obtained by writing to Mr. Max Lips, director, Lips N.V., 52 Badhuisstraat, Drunen, Netherlands.

Offset cameras. A machine factory specializing in the manufacture of apparatus and materials for small offset printing presses seeks a licensing agreement with an American firm for vertical reproduction cameras.

The firm states it has developed an accessory which can greatly enhance the usefulness of reproduction cameras.

Write Machinefabriek Buhrs & Zonen N.V., 7 Vredeweg, Zaandan, Netherlands.

Light metal item license asked by Swedish firm

A Swedish manufacturer seeks a licensing agreement to manufacture light metal products such as hose fittings, glass or mirror fittings. It states that it has facilities for turning, cutting, zinc pressure castings, and brass die pressing.

The firm also says that it can make a moderate investment.

Write to AB Texan, Hyregatan 8, Malmö C., Sweden.

Offset printing, grinding machine licenses wanted

Two firms in West Germany seek arrangements in United States

Two German firms seek U.S. licenses in the field of offset-printing machines and precision grinding machines.

• An importer, exporter, wholesaler and retailer of complete printing-plant equipment, single printing machines and accessories seeks a U.S. license to manufacture small offset printing machines.

The firm also services and repairs the products it sells and makes spare parts as well.

Write to Emil Waller, Fachgeschaeft duer das graphische Gewerbe, 104 Bagelstr., Düsseldorf, Germany.

• A leading producer of precision measuring and testing instruments and equipment and precision machine tools seeks a license to manufacture a U.S. precision grinding machine not exceeding a maximum weight of 6,000 kilograms (about 13,228 pounds) and/or a related product.

For further information, write to the Office of International Investment, Code 1041, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

French concerns want to make tools, building materials, plastic bags, pharmaceutical items, gas burners

Offer licensing opportunities to interested U.S. firms

Five French firms are interested in manufacturing machine tools, pharmaceutical products, construction materials, polyethylene bags, and natural gas burners under U.S. licenses.

❶ A manufacturer of jute bags also has facilities to transform, clean or repair cotton and jute bags. It is interested in concluding a license agreement with U.S. companies manufacturing bags, preferably made of polyethylene, for sale in the European Common Market area through its sales organization.

Write to La Sacherie Toulousaine, 20 rue Alexandre Fourtanier, Toulouse (Haute-Garonne), France.

❷ A producer of asphalt cement seeks American licensing rights on products and materials used in construction, building maintenance and related fields.

Write Cie des Mines d'Asphalte de Montrottier et de Gardebois Seyssel, Lovagny (Haute-Savoie), France.

Cross license suggested

❸ A firm engaged in manufacturing, wholesaling and exporting pharmaceutical specialties offers licensing rights in the U.S. on 2 of its products.

The products include: Ozothine, an oxidized, hydrosoluble turpentine oil product indicated for acute and chronic respiratory diseases; and Ozothine with Diprophyllin (Dihydroxypropylitheophyllin) indicated for asthma, emphysema, dyspnea, acute and chronic pneumobronchitis accompanied by cardiovascular and cardiorenal troubles, cardiac and cardiorenal insufficiencies.

On an exchange basis the firm seeks American licensing rights on pharmaceutical and medical specialties for manufacture and sale in France and French-speaking countries.

Write Laboratoire de l'Ozothine, S.A., 30 bis rue Edouard Vaillant, Puteaux (Seine), France.

❹ Another firm specializes in the manufacture, sale and export of garden and 2-wheeled tractors, and in the import and representation of British motor-scythes and attachments.

It seeks American licensing rights on machine tools, medium-powered motors, generating sets, motor pumps, tractors and agricultural machines, construction equipment, mass-produced construction materials and new types of automobile equipment.

Write Soc. des Tracteurs et Motoculteurs Staub, 25 blvd. de Verdun, Courbevoie (Seine), France.

❺ A manufacture of fuel oil burners, and metal-cutting machine tools, also specializes in the installation of all kinds of heating systems.

This firm seeks licensing arrangements with American manufacturers of burners and other equipment operating on natural gas.

The firm is also a wholesaler of the products it manufactures.

Write to Soieco, 11 rue Bleue, Paris 9, France.

Chilean producers seek knitwear, rubber items

Two Chilean producers seek joint ventures or licensing arrangements with American manufacturers to produce knitwear and rubber products.

Address inquiries to the Office of International Investment, Department of Commerce, Washington 25, D.C., mentioning the code number which appears after the opportunity.

Knitwear, sweaters. A manufacturer seeks a joint venture or licensing arrangement with a prominent U.S. producer to expand its operations and enter the export market.

The company makes knitwear and woolen sweaters for men, women and children. Code 2-2250-1.

Rubber goods. The producer of a complete line of rubber hoses wants a licensing arrangement to make similar items as well as for V-belts, rubber gloves and other rubber goods.

The company is also interested in purchasing special machinery to manufacture industrial rubber hoses. Code 2-3069-2.

Match, dairy product, bolt and nut production asked by Spanish firms

Three companies seek capital, know-how, joint ventures

Three Spanish firms seek American capital and know-how. They offer various types of joint ventures to manufacture matches, dairy products, and bolts and nuts.

❶ A manufacturer of bolts, black forged bolts, forged rivets, spikes, galvanized brackets for insulators and metal window frames, seeks American assistance to obtain complete equipment for the automatic production of bolts and nuts in sizes between 5 and 30 millimeters.

The value of the equipment sought is estimated at $800,000, according to the company. In return the firm will consider such equipment as a liability of the company, and a fixed interest or a share in the profits would be assigned.

The American investor also could be made part of the company's board of directors.

Write to Tornillerias del Sur, S.A., Lopez Azme 3, Seville, Spain.

❷ A manufacturer of cheese, butter, powdered and concentrated milk, and cheese from sheep milk seeks assistance to improve its installations to include technical and financial aid.

In return, the firm will give capital and managerial participation.

Write Productos Lacteos "El Molinero," S.A., Villaviciosa, Oviedo, Spain.

❸ The holder of a patent for the manufacture of book matches seeks American capital and know-how to establish manufacturing process in Spain.

He states that in addition to the Spanish market his matches would also have sales potentials in the United Kingdom, Africa and the Near East.

He also states that until 1961 matches were manufactured under a monopoly. Since Jan. 1, 1961, the manufacturing, warehousing, distribution and sale of matches is free in Spain including the Canary Islands and Spanish dependencies in Africa.

Write to Mr. Armando Mantecon del Olmo, Alameda 44, Spain.

CHECKLIST

INTERNATIONAL BUSINESS PUBLICATIONS

BUREAU OF INTERNATIONAL COMMERCE

CHECK LIST

Data in the publications of the Bureau of International Commerce are obtained from more than 290 United States Foreign Service posts throughout the world and are analyzed and supplemented by specialists in the Department of Commerce.

International Commerce

☐ INTERNATIONAL COMMERCE is the principal periodical published in the International Affairs area of the Department of Commerce. It offers practical, authoritative, and concise international marketing information and news and reports demonstrating and explaining potential advantages to American businessmen in profitable international sales of U.S. products around the world, in the easily read form of a weekly news magazine.

Carries feature articles on significant developments in the U.S. export trade expansion and other programs, the accomplishments of U.S. trade missions, analyses of U.S. and foreign trade, and reports on outstanding activities of such organizations as GATT, the Common Market, Eximbank, the World Bank, ECAFE, and ECSC. Annual subscription: $16 ($5 additional for foreign mailing). Single copy, 35 cents; Sample copy free.

Overseas Business Reports

(Formerly World Trade Information Service)

☐ OVERSEAS BUSINESS REPORTS replace the 3-part World Trade Information Service in reporting basic and authoritative information needed by exporters, importers, investors, manufacturers, researchers, and all who are concerned with international trade and economic conditions throughout the world. The data are presented on specific countries.

OVERSEAS BUSINESS REPORTS will be available through U.S. Department of Commerce Field Offices or the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C., for 15 cents a copy or $18 a year.

First reports in the OBR series will be available early in January 1963. Up to 250 individual reports will be published each year.

WORLD TRADE INFORMATION SERVICE reports still available are listed individually in this checklist.

Commerce Business Daily

☐ COMMERCE BUSINESS DAILY offers a daily synopsis of U.S. Government procurement invitations, subcontracting leads, contract awards, sales of surplus property, and foreign business opportunities. $20 a year, $56 airmail. Available from any Department of Commerce Field Office. Make checks or money orders payable to U.S. Department of Commerce.

Books and Pamphlets

☐ DIRECTORY OF FOREIGN ADVERTISING AGENCIES AND MARKETING RESEARCH ORGANIZATIONS. Lists advertising agencies and marketing research organizations. 1959. 135 pages. 45 cents.

☐ DIRECTORY OF FOREIGN ORGANIZATIONS FOR TRADE AND INVESTMENT PROMOTION. Lists the principal governmental and private organizations abroad actively engaged in promoting and facilitating trade and investment in the free world. 1961. 108 pages. 35 cents.

☐ THE FUTURE OF TOURISM IN THE PACIFIC AND FAR EAST. A study designed to aid persons and organizations professionally interested in international tourism. Explains how and to what extent tourism can be used to strengthen the economies of the Pacific and Far East. Report prepared by Checchi and Company under contract with the U.S. Department of Commerce and co-sponsored by the Pacific Area Travel Association. Written by Harry G. Clement. 1961. 296 pages. 90 plates (many in color). $4.

☐ GUIDE TO FOREIGN BUSINESS DIRECTORIES. Lists directories of foreign exporters, importers, manufacturers, suppliers, individual professional and business men, trade associations, and Government officials. Gives name and address of publisher of each directory and, where available, the price. 1955. 132 pages. 45 cents.

☐ INFORMATION SOURCES ON INTERNATIONAL TRAVEL. Twelve mimeographed listings of basic source material for use by the international travel industry and the general traveling public. Checklist and order form available from U.S. Department of Commerce, Washington 25, D.C., and its Field Offices.

COUNTRY HANDBOOKS are designed to assist both exporters and investors in marketing abroad and have been issued in two series. The MARKET FOR U.S. PRODUCTS IN ——publications provide a current evaluation of the nature and scope of a country's market, describing the present import pattern, distribution facilities, and trade practices, as well as an analysis of the market for se-

lected commodities. The INVESTMENT IN——publications describe basic conditions and economic outlook for a particular country, giving comprehensive data on natural resources, industry, transport, communications, power facilities, finance, taxation, business methods, trade, and the Government's attitude toward private foreign investment.

☐ *BRAZIL, INFORMATION FOR UNITED STATES BUSINESSMEN.* 1961. 214 pages. $1.75.

☐ *CHILE, INVESTMENT IN.* 1960. 279 pages. $1.75.

☐ *CHILE, MARKET FOR U.S. PRODUCTS IN.* 1961. 88 pages. 55 cents.

☐ *INDIA, INVESTMENT IN.* 1961. 271 pages. $1.

☐ *LIBYA, MARKET FOR U.S. PRODUCTS IN.* 1962. 65 pages. 55 cents. Available on December 31, 1962.

☐ *PERU, INVESTMENT IN.* 1957. 157 pages. $1.25.

☐ *PERU, MARKET FOR U.S. PRODUCTS IN.* 1961. 57 pages. 40 cents.

☐ *TAIWAN, INVESTMENT IN.* 1958. 158 pages. $1.

☐ *THAILAND, MARKET FOR U.S. PRODUCTS IN.* 1962. 92 pages. 55 cents.

Market studies have also been published for the Federation of Malaya, Nigeria, Viet-Nam, and Pakistan in the WTIS series.

☐ LAWS, REGULATIONS, AND OTHER INFORMATION RELATING TO FOREIGN-TRADE ZONES IN THE UNITED STATES. Contains, in addition to explanatory notes, the text of the Foreign-Trade Zones Act as amended, Executive Order 7104, Foreign-Trade Zones Board regulations, and Bureau of Customs regulations pertinent to foreign-trade zones. 1958. 30 cents.

☐ SENDING GIFT PACKAGES. Nearly every country in the world is covered in this series of circulars describing United States and foreign country regulations on what can be included in a gift package, what senders should know about packaging regulations, what the recipient must do to receive gift packages, and what he must pay. Available from the U.S. Department of Commerce, Washington 25, D.C., and its Field Offices. 10 cents per country report.

☐ SOURCES OF CREDIT INFORMATION ON FOREIGN FIRMS. A guide to the principal sources of foreign credit information in the United States and abroad. 1958. 84 pages. 30 cents.

☐ SOURCES OF INFORMATION ON AMERICAN FIRMS FOR INTERNATIONAL BUYERS. A guide to the principal sources of commercial information on U.S. firms. 1962. 28 pages. 10 cents.

☐ SOURCES OF INFORMATION ON FOREIGN TRADE PRACTICE. A guide to reference sources giving the exporter and importer fundamental information on foreign trade techniques. 1959. 47 pages. 25 cents.

TRADE LISTS. Most of these lists furnish, for a particular country, names and addresses of foreign firms (of importers and dealers or of manufacturers and exporters, as the case may be), classified by commodity; others are listings of professional groups, institutions, and service organizations by country. The lists include names and addresses of the principal firms engaging in a specified commodity trade or names and addresses of service or professional groups, etc., with information on the relative size, type of operation, products handled, and sales territory. They also provide a summary of general conditions governing trade in specified products. For some of the smaller countries simple listings of businessmen, often with indication of the commodities handled, are furnished. $1 per list (individual-commodity list, professional group list, businessmen list, etc.) per country.

☐ THE U.S. TRADE MISSIONS PROGRAM. Explains the policies, objectives, responsibilities, and accomplishments of the Trade Missions Program. 1960. 31 pages. Available from the U.S. Department of Commerce, Washington 25, D.C., and its Field Offices. Free.

☐ WHAT YOU SHOULD KNOW ABOUT EXPORTING. A How-To-Get-Started Handbook designed to be a basic reference for the American businessman interested in opening profitable new overseas markets for his products. 1962. 38 pages. 25 cents.

☐ WORLD TRADE DIRECTORY REPORTS. Carry basic commercial and financial information on specific foreign firms and individuals. Data furnished on a given firm usually cover the type of organization, method of operation, lines handled, size of firm, sales territory, names of owners and officers, capital, sales volume, general reputation in trade and financial circles, and names of any U.S. firms represented by the foreign firm and serving as its supplier. They are prepared by the U.S. Foreign Service, and represent a consensus of reliable sources of information. $1 per report. If information on a particular firm is not on file in Washington, it will be requested from the Foreign Service. To minimize delay, businessmen may authorize telegraphic request and reply, for which the Department of State will bill them direct.

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Note: Reports issued prior to 1960 are available only from the U.S. Department of Commerce or through its Field Offices. Reports issued since June 1962 are indicated by an asterisk (*); those in process of printing are indicated by a solid triangle (▲).

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——Total Export and Import Trade of the United States, January-December 1955, and Comparisons With 1949-54. Part 3, No. 56-13. 12 pp. March 1956. 20 cents.

——Trade of the United States with Africa, Years, 1959-60, and Half-Years, January-June, 1959-61. Part 3, No. 62-9. 4 pp. March 1962. 20 cents.

——Trade of the United States With Africa, Years, 1959-61, and Half-Years, July-December, 1960-61. Part 3, No. 62-27. 4 pp. September 1962. 20 cents. *

——Trade of the United States With Africa, Years, 1958-60, and Half-Years, January-June, 1959-60. (These Half-Years should read, "July-December, 1959-60.") Part 3, No. 61-27. 4 pp. August 1961. 20 cents.

——Trade of the United States With Africa, Years, 1956-58, and Half-Years, January 1958-June 1959. Part 3, No. 59-37. 4 pp. October 1959. 20 cents.

——Trade of the United States with the European Economic Community and the United Kingdom, 1956-60. Part 3, No. 62-8. 20 pp. March 1962. 20 cents.

——Trade of the United States With Japan, 1956-60. Part 3, No. 61-39. 4 pp. November 1961. 20 cents.

——Trade of the United States with Latin America, Years, 1959-60, and Half-Years, January-June 1959-61. Part 3, No. 62-2. 4 pp. January 1962. 20 cents.

——Trade of the United States With Latin America, year, 1959-61, and Half-Years, July-December 1960-61. Part 3, No. 62-22. 4 pp. August 1962. 20 cents. *

——Trade of the United States With Latin America, Years, 1958-60, and Half-Years, July-December, 1959-60. Part 3, No. 61-20. 4 pp. July 1961. 20 cents.

——Trade of the United States With Latin America, Years, 1956-58, and Half-Years, January 1958-June 1959. Part 3, No. 59-35. 44 pp. October 1959. 20 cents.

TRADE LISTS

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Note that individual WTIS reports issued prior to 1960 are available only from the Department of Commerce or its Field Offices.

——Trade of the United States with the Near East—Years 1959-61, and Half-Years, July-December, 1960-61. Part 3, No. 62-29. 4 pp. October 1962. 20 cents. * ▲ Available on November 20, 1962.

——Trade of the United States With the Near East, Years, 1959-60, and Half-Years, January-June, 1959-61. Part 3, No. 62-10. 4 pp. March 1962. 20 cents.

——Trade of the United States With the Near East, Years, 1958-60, and Half-Years, July-December, 1959-60. Part 3, No. 61-28. 4 pp. August 1961. 20 cents.

——Trade of the United States With the Near East, Years, 1956-58, and Half-Years, January 1958-June 1959. Part 3, No. 59-41. 4 pp. October 1959. 20 cents.

——Trade of the United States With Southern, Southeastern, and Eastern Asia, Years, 1959-61 and Half-Years, July-December, 1960-61. Part 3, No. 62-25. 4 pp. August 1962. 20 cents. *

——Trade of the United States with Southern, Southeastern, and Eastern Asia, Years, 1959-60, and Half-Years, January-June 1959-61. Part 3, No. 62-6. 4 pp. February 1962. 20 cents.

——Trade of the United States with Southern, Southeastern, and Eastern Asia, Years, 1958-60, and Half-Years, July-December, 1959-60. Part 3, No. 61-26. 4 pp. August 1961. 20 cents.

——Trade of the United States with Southern, Southeastern, and Eastern Asia, Years, 1956-58, and Half-Years, January 1958-June 1959. Part 3, No. 59-34. 4 pp. October 1959. 20 cents.

——Trade of the United States With the Sino-Soviet Bloc, 1960-61. Part 3, No. 62-19. 8 pp. July 1962. 20 cents. *

——Trade of the United States With the Soviet Bloc, 1959-60. Part 3, No. 61-17. 8 pp. June 1961. 20 cents.

——Trade of the United States With the Soviet Bloc, 1957-58. Part 3, No. 59-21. 8 pp. May 1959. 20 cents.

——Trade of the United States With the Soviet Bloc, 1956-57. Part 3, No. 58-18. 8 pp. June 1958. 20 cents.

——Trade of the United States With the Soviet Bloc, 1948 and 1952-56. Part 3, No. 57-22. 4 pp. June 1957. 20 cents.

——Trade of the United States With Western Europe, years, 1959-61, and Half Years, July-December, 1960-61. Part 3, No. 62-21. 4 pp. August 1962. 20 cents. *

——Trade of the United States With Western Europe, Years, 1958-60, and Half-Years, July-December, 1959-60. Part 3, No. 61-23. 4 pp. July 1961. 20 cents.

——Trade of the United States With Western Europe, Years, 1956-58, and Half-Years, January 1958-June 1959. Part 3, No. 59-39. 4 pp. October 1959. 20 cents.

——United States Imports of Free and Dutiable Goods and the Average Rates of Duty, 1960. Part 3, No. 61-43. 4 pp. December 1961. 15 cents.

——United States Imports of Free and Dutiable Goods and Average Rates of Duty, 1959. Part 3, No. 60-46. 4 pp. December 1960. 20 cents.

——United States Imports of Free and Dutiable Goods and Average Rates of Duty, 1956 and 1957. Part 3, No. 58-20. 4 pp. July 1958. 20 cents.

——U.S. Imports of Textiles, Apparel, and Related Manufactures and Comparisons With U.S. Production and Exports, 1957-61. Part 3, No. 62-24. 12 pp. August 1962. 20 cents. *

——U.S. Imports of Textiles, Apparel, and Related Manufactures and Comparisons With U.S. Production and Exports, 1956-60. Part 3, No. 61-16. 12 pp. June 1961. 20 cents.

——U.S. Imports of Textiles, Apparel, and Related Manufactures and Comparisons With U.S. Production and Exports, 1954-59. Part 3, No. 60-26. 8 pp. August 1960. 20 cents.

——United States Trade With Major World Areas, January-June 1962. Part 3, No. 62-28. 8 pp. October 1962. 20 cents. *

——United States Trade With Major World Areas, January-December 1961. Part 3, No. 62-18. 8 pp. July 1962. 20 cents. *

——United States Trade With Major World Areas, January-September 1961. Part 3, No. 61-44. 4 pp. December 1961. 20 cents.

——United States Trade With Major World Areas, January-June 1961. Part 3, No. 61-30. 4 pp. September 1961. 20 cents.

——United States Trade With Major World Areas, January-March 1961. Part 3, No. 61-21. 4 pp. July 1961. 20 cents.

——United States Trade With Major World Areas, January-December 1960. Part 3, No. 61-5. 4 pp. March 1961. 20 cents.

——United States Trade With Major World Areas, January-September 1960. Part 3, No. 60-43. 4 pp. December 1960. 20 cents.

——United States Trade With Major World Areas, January-June 1960. Part 3, No. 60-25. 4 pp. August 1960. 20 cents.

——United States Trade With Major World Areas, January-March 1960. Part 3, No. 60-17. 4 pp. June 1960. 20 cents.

——United States Trade With Major World Areas, January-December 1959. Part 3, No. 60-7. 4 pp. March 1960. 20 cents.

——United States Trade With Major World Areas, January-September 1959. Part 3, No. 59-46. 4 pp. November 1959. 20 cents.

——United States Trade With Major World Areas, January-June 1959. Part 3, No. 59-30. 4 pp. September 1959. 20 cents.

——United States Trade With Major World Areas, January-December 1958. Part 3, No. 59-16. 4 pp. May 1959. 20 cents.

Upper Volta, Republic of

——Basic Data on the Economy of the West African States of the French Community. Part 1, No. 60-12. 14 pp. February 1960. 10 cents.

——Import Tariff System of French West Africa. Part 2, No. 56-78. 2 pp. August 1956. 10 cents.

——Preparing Shipments to French West Africa. Part 2, No. 56-80. 6 pp. August 1956. 10 cents.

Uruguay

——Establishing a Business in Uruguay. Part 1, No. 62-55. 19 pp. June 1962. 15 cents.

——Living Conditions in Uruguay. Part 2, No. 58-80. 6 pp. November 1958. 10 cents.
——Patent and Trademark Regulations of Uruguay. Part 2, No. 61-34. 5 pp. April 1961. 10 cents.

Venezuela

——Civil Aviation in Venezuela. Part 4, No. 57-8. 16 pp. May 1957. 20 cents.
——Economic Developments in Venezuela, 1958. Part 1, No. 59-49. 9 pp. April 1959. 10 cents.
——Electric Power in Venezuela. Part 4, No. 56-16. 9 pp. December 1956. 20 cents.
——Foreign Trade of Venezuela, 1959-60. Part 3, No. 61-40. 4 pp. December 1961. 20 cents.
——Foreign Trade of Venezuela, 1956-57. Part 3, No. 58-41. 4 pp. November 1958. 20 cents.
——Import Tariff System of Venezuela. Part 2, No. 61-18. 2 pp. March 1961. 10 cents. (Superseded No. 58-35.)
——Insurance Market in Venezuela. Part 1, No. 56-68. 10 pp. July 1956. 10 cents.
——Law of Installment Sales in Venezuela. Part 1, No. 59-13. 3 pp. February 1959. 10 cents. (Superseded No. 55-54.)
——Living Conditions in Venezuela. Part 2, No. 62-23. 18 pp. May 1962. 10 cents. (Superseded No. 56-97.)
——Patent and Trademark Regulations of Venezuela. Part 2, No. 59-6. 3 pp. January 1959. 10 cents.
——Pharmaceutical Regulations of Venezuela. Part 2, No. 57-112. 5 pp. October 1957. 10 cents.
——Preparing Shipments to Venezuela. Part 2, No. 58-4. 10 pp. June 1958. 10 cents. (Superseded No. 55-84.)
——Principal Manufacturing Industries in Venezuela. Part 1, No. 58-70. 26 pp. September 1958. 10 cents.
——Railroad Expansion in Venezuela. Part 4, No. 56-1. 5 pp. January 1956. 20 cents.

Viet-Nam

——Basic Data on the Economy of the Republic of Viet-Nam. Part 1, No. 59-52. 16 pp. May 1959. 10 cents. (Superseded No. 56-4.)
——Establishing a Business in Viet-Nam. Part 1, No. 58-65. 12 pp. August 1958. 10 cents.
——Import Tariff System of Viet-Nam. Part 2, No. 62-52. 2 pp. September 1962. 10 cents. (Superseded No. 60-69.) *
——Licensing and Exchange Controls, Viet-Nam. Part 2, No. 61-69. 7 pp. September 1961. 10 cents. (Superseded No. 57-77.)
——Market for U.S. Products in Viet-Nam. Part 1, No. 62-76. 32 pp. October 1962. 15 cents. *▲ Available December 30, 1962.
——Preparing Shipments to Viet-Nam. Part 2, No. 59-63. 6 pp. August 1959. 10 cents.

West Indies, Federation of the

See Jamaica, Tobago, and Trinidad.

Western Hemisphere

——Economic Developments in the Western Hemisphere, 1959. Part 1, No. 60-9. 20 pp. March 1960. 10 cents.
——Western Hemisphere Trade Corporations. Part 1, No. 59-11. 2 pp. February 1959. 10 cents. (Superseded No. 55-79.)

Yemen

——Basic Data on the Economy of Yemen. Part 1, No. 60-2. 8 pp. January 1960. 10 cents.

Yugoslavia

——Basic Data on the Economy of Yugoslavia. Part 1, No. 60-15. 15 pp. April 1960. 10 cents. (Superseded No. 55-91.)
——Economic Developments in Yugoslavia, 1961. Part 1, No. 62-50. 6 pp. June 1962. 15 cents. (Supersedes No. 61-56.)
——Economic Developments in Yugoslavia, 1960. Part 1, No. 61-56. 8 pp. May 1961. 15 cents.
——Foreign Trade of Yugoslavia, 1955-56. Part 3, No. 57-29. 4 pp. August 1957. 20 cents.
——Licensing and Exchange Controls, Yugoslavia. Part 2, No. 62-61. 4 pp. October 1962. 10 cents. (Superseded No. 56-45.) *
——Preparing Shipments to Yugoslavia. Part 2, No. 55-6. 4 pp. March 1955. 10 cents.

North Carolina textile firm buys German hosiery plant

The main factory of the insolvent West German firm of Opal-Werke Margaritoff & Schaffer located at Reinfeld, Holstein, was recently taken over by the American textile industrialist Chadbourn-Bolles of Chadbourn Gotham Inc., Charlotte, North Carolina, along with unsold stocks and the "Opal" trade name. The company resumed operations on September 1, 1962, under the new name "Deutsch-Amerikanische Strumpffabrik GmbH," according to the U.S. Consulate General in Duesseldorf.

Production will reportedly concentrate on higher quality stockings beginning at 48 cents per pair. The firm plans to establish finishing installations outside of Reinfeld.

The share capital of the new firm amounts to $1.25 million, and industrial employment approximates 250. The firm hopes to increase total employment to 1,500 in the near future.

Production of ladies' stockings in West Germany amounted to 387 million pairs in 1961, almost 40% over 1960.

TURKEY PLANS PAPER MILL

A new plant is being considered for the Izmit Paper Mills to increase the production of fine quality writing and printing paper. The State Enterprise (SEKA) mills at Izmit are constantly being extended, and the demand for paper continues to rise, the Turkish Information Office reports.

Merchandise exports up 5% in September; imports dip

Although total U.S. exports rose 17% and imports were up 7% during September, our exports of domestic merchandise for consumption increased by only 5% and commodity imports for consumption actually dropped 2%.

September exports of domestic merchandise, including grant and aid shipments under the military assistance program, reached $1,742.3 million, about 8% higher than September 1961. Although the $1,345 million in imports were below August's totals, they were 12% higher than last September.

U.S. aluminum exports up sharply in September

September exports of U.S. crude aluminum advanced sharply above the August level, but foreign shipments of semi-fabricated shapes were off slightly, according to the Business and Defense Services Administration of the U.S. Department of Commerce.

September imports of crude also topped the August figures, while semi-fabricated shape imports were down.

September crude exports were 34.2 million pounds, compared to 20.6 million in August. The respective semi-fabricated shapes exports were 8.9 million pounds against 10.9 million.

September crude imports were 59.7 million pounds, compared with 54.6 million in August. Semi-fabricated shape imports dropped from 11.6 million pounds in August to 8.7 million in September.

Exports and imports of both crude and semi-fabricated shapes for the first 9 months of 1962 are running ahead of last year's figures. Scrap exports are down from 122.9 million pounds to 102.5 million.

New Books and Reports

Market indicators for Africa. Published by the Department of Commerce World Trade Information Service. Washington, 1962. 20pp. 20 cents.

This report provides salient economic facts for each African country, and is designed to assist American businessmen in evaluating the continent's market potential as it rapidly emerges from its former predominantly colonial status.

African imports from the U.S. in 1960, valued at $723 million, represented about one-tenth of African imports from all sources, according to the report which was prepared in the International Trade Analysis Division of the Department's Bureau of International Commerce.

The fourth in a series of regional publications presenting market-indicator statistics for principal world areas, it contains data for 45 countries of the African continent. For convenient reference, comparable data for the U.S. are included in most tables.

Information on a wide range of market indicators is presented in 22 compact tables. Data are provided on population, education, communication, transportation, gross national product, and production of basic industrial raw materials and agricultural commodities. African output in selected commodities is related to world output. Details on the direction, composition, and volume and price trends of each country's foreign trade are shown.

A special table provides information on bilateral and multilateral economic assistance extended to the developing countries of Africa during the past decade. Other tables are devoted to direct U.S. investments in Africa, the individual countries' domestic and international financial position, and their internal price structure. A bibliography is appended.

Copies of the new 20-page pamphlet, published as No. 62-20, Part 3, of the World Trade Information Service, as well as copies of the previous reports on the Far East, Europe, and Latin American republics, are available from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C., or from any of the Department of Commerce Field Offices, at 20 cents a copy.

Other recently published reports in the WTIS series include:

Basic Data on the Economy of Jordan. Part 1, No. 62-71. 11pp. 15 cents.

Basic Data on the Economy of New Zealand. Part 1, No. 62-72. 24pp. 15 cents.

Establishing a Business in Honduras. Part 1, No. 62-73. 16pp. 15 cents.

Investment Law in the Republic of Guinea. Part 1, No. 62-74. 4pp. 15 cents.

The following recently published items are also available from the Superintendent of Documents:

U.S. Imports of Merchandise for Consumption: Country of Origin by Subgroup, August 1962. (FT120) U.S. Department of Commerce. October, 1962. 38pp. 15 cents.

U.S. Exports of Domestic and Foreign Merchandise: Commodity by Country of Destination, August 1962. (FT410-Part I). U.S. Department of Commerce. October, 1962. 83pp. 50 cents.

U.S. Exports of Domestic and Foreign Merchandise: Commodity by Country of Destination, August 1962. (FT410-Part II). U.S. Department of Commerce. October, 1962. 138pp. 60 cents.

U.S. Exports of Domestic and Foreign Merchandise: Country of Destination by Subgroup, August 1962. (FT420). U.S. Department of Commerce. October, 1962. 61pp. 35 cents.

Increase Your Export Trade Through Panama's Colon Free Zone, Published by the Colon Free Zone. Panama, 1962. 32pp. Free.

Available on request from the New York office of the Colon Free Zone, 247 Park Avenue, the booklet defines the many functions and advantages of warehousing, processing, manufacturing and distributing from this inter-American distribution center.

It offers specific information on reduced transportation costs, economy and speed of service to overseas customers, availability of skilled labor, reduction of inventory through flexible stockpiling, types of organizations which can be established in Colon to conduct international trade, Panama's fiscal code and the availability of facilities.

The booklet says that distribution from the Colon Free Zone to Latin American markets enables an American manufacturer to serve customers more promptly, at a lower order-processing cost and with reduced inventory in the service pipeline. At the same time it offers fiscal incentives to encourage international trade and to further the growth of underdeveloped countries.

More than $160 million worth of goods originating in the U.S., Japan, Great Britain and European Common Market countries, was shipped in and out of this trading facility during 1961.

Fourth Report on the Activities of the Agency, European Nuclear Energy Agency, Organization for Economic Cooperation and Development. Paris, September, 1962, 86 pp. and map of atomic facilities in Europe (free).

Firms and individuals interested in the status of non-military atomic establishments and international cooperative ventures in the atomic field in Europe will find the Fourth Report of the European Nuclear Energy Agency useful. The report includes lists of power and research reactors (in operation, in construction, or under consideration) along with brief descriptions of the type of facility and the sponsoring firm or organization in 15 West European countries.

The report also summarizes recent developments in atomic research, comparative costs of atomic electric power generation in various countries, safety standards, and the OECD Convention on Third Party Liability. A major part of the study is devoted to a detailed description of the joint undertakings of the Agency—an irradiated fuels processing plant, several experimental reactors, and research in the fields of nuclear propulsion and heavy water.

This publication is available without charge from the Organization for Economic Cooperation and Development, 1346 Connecticut Ave., Wash., D.C.

Exporter's Guide to Cargo Insurance. Published by the American Society of Marine Underwriters. New York, 1962. 16 pp.

New exporters can pick up the rudiments of cargo insurance from this 16-page booklet, prepared by the American Society of Marine Underwriters in cooperation with the National Export Expansion Program. Subjects covered include: arranging ocean marine insurance coverage; how "C.I.F." helps exporters sell; open cargo policy provisions; valuation of goods; cost of insurance; factors in underwriting; payment of claims and foreign credit insurance.

Copies may be obtained from the society at 99 John Street, New York City.

Korea calls for tenders on diving gear, equipment

The Republic of Korea is inviting bids for the supply of diving gear and equipment, estimated cost $28,000, invitation KFX-2116-S, bid deadline 10 a.m. Nov. 26.

The equipment desired includes 10 sets of aqualung simplified diving gear—automatic breath regulator, 1 and 2 stage adjusters, high compressed air tank, diving mask, weight belt, swimming fins, wrist depth gage, air filling pipe, diving suit, waterproof wrist watch case; 3 sets of portable echo sounders, NEC type SD-1500 or equivalent; 4 sets of stereo type wave meters; and various spare parts and accessories.

Specifications and special instructions are available from Chung Soo Park, Procurement Officer, Korean Embassy, 2322 Mass. Ave., NW., Washington 8, D.C.

A copy of the specifications is available for review or loan in Consumer Durables Division, BDSA, Room 4100, Department of Commerce, Washington 25, D.C. (telephone WO 7-2924).

Coal, coke tenders invited by Burma

Burma is inviting tenders for a year's supply, beginning Feb. 1, 1963, of coal and coke as follows: 22,000 long tons of steam coal a month, 4,500 long tons of slack coal monthly, and 600 tons of hard coke monthly.

Bids must be submitted by Nov. 30 to United Coal & Coke Suppliers & General Trading Co., Ltd. (a semigovernment agency), 47 Bogalayzay St., Rangoon.

A copy of the offer form may be examined in the Miscellaneous Metals & Minerals Division, BDSA, Room 4003, Department of Commerce, Washington 25, D.C.

Radiotelephone equipment bids wanted by SHAPE

The Supreme Headquarters Allied Powers Europe, Paris, has issued an international invitation to bid on a supply of VHF mobile radiotelephone net equipment (10 to 100 mc.) consisting of base stations and 2 vehicular stations.

The base stations will cover about 60 km. in radius and will be remotely controlled and patched into the local military telephone system, automatic and/or manual.

The bid proposal includes antennas, other accessories, spare parts, manuals, transportation, and handling c.i.f. destination.

Bid deadline under SHAPE invitation to bid 62-8, dated Oct. 18, is Nov. 23, 1962.

Copies of bidding instructions, equipment lists, and specifications are available from Purchasing & Contracting Officer, SHAPE, Paris; or may be reviewed in Electronics Division, Business and Defense Services Administration, Room 4125, Department of Commerce, Washington 25, D.C.

Iraq extends deadline for crude sulfur

The Director General, Government Oil Refineries Administration, Ministry of Oil, Head of Tenders Committee (G.O.R.A.), Baghdad, has extended the bid deadline for 800 long tons of crude sulfur for the Dura & Alwand Refineries from Oct. 16 to Nov. 27. (INTERNATIONAL COMMERCE, Oct. 1, 1962, p. 29.)

Costa Rica delays deadline for transformers, meters

The OFFICIAL GAZETTE of Oct. 20 states that the bid deadline for transformers and meters in Costa Rica has been extended from Nov. 19 to Dec. 3. (INTERNATIONAL COMMERCE, Nov. 12, p. 30.)

Peru extends bid date on hydroelectric project

The Peruvian Santa Corp. again extends the bid deadline from Nov. 2 to Dec. 3 on the Cañon del Pato hydroelectric project. (INTERNATIONAL COMMERCE, Oct. 15, p. 46.)

AUSTRALIAN CRAYFISH JUMP

Crayfish have become Australia's third ranking export to the U.S., exceeded in value only by meat and wool. Australia's exports of crayfish to the U.S. during fiscal 1961-1962 were valued at $13.3 million, or about 96% of Australia's exports of this item.

Pakistan invites proposals for power station erection

The Water & Power Development Authority, West Pakistan, through its consulting engineers, Kuljian Corp., Philadelphia, plans to release bidding documents about Nov. 30 for supply, delivery, and erection of the electric transmission and distribution system for the 15,000 kw. Quetta Thermal Power Station at Sheikh Manda. (INTERNATIONAL COMMERCE, Nov. 5, p. 29.)

About 3 months will be allowed for the submission of proposals, and only those covering the complete works will be considered.

The works will be covered by AID loan 177, ref. job 2120.

To qualify for bidding, firms must have at least 5 years experience in the installation of transmission and distribution systems of comparable type, capacity, and operating conditions; have constructed and placed in service at least 2 systems of equal or greater capacity with equal or higher operating conditions and similar design features, each in satisfactory operation at least 1 year; submit with request for bidding documents a list of qualifying installations, including date of initial operation, location, capacity, and operating conditions.

The bidding documents will be available after Nov. 30 for review or may be obtained from the Kuljian Corp., 1200 N. Broad St., Philadelphia 21 (Attention: George W. Bond, Purchasing Agent).

A $50 deposit in the form of a certified check will be required for each set of bidding documents requested.

Deposits will be returned only after the bidder has complied completely with the conditions outlined, submitted a complete bid, and returned the complete bidding documents without any marks on them.

Sealed proposals will be delivered to the Kuljian Corp., with a duplicate sealed copy forwarded by the bidder to Deputy Chief Engineer, Power Development, Water & Power Development Authority, 1 Goulding Rd., off Queen's Rd., Lahore, West Pakistan.

Each proposal must be accompanied by a bid bond or certified check on a bank acceptable and payable to the owner, and in an amount equal to 5% of the bidder's maximum bid price.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ **indicates tenders invited by foreign borrowers under Agency for International Development (AID) loans. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington 25, D.C., Room 4016, Telephone WO 7-4675.**

● **indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.**

★★ **indicate opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing International Activities Staff, Attention E. Craig Wilton, BDSA, Department of Commerce. NCIA following indicates no commercial information available. If copies of the interview report from which these opportunities were developed are desired, please indicate I.R. number in request.**

WTD **indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce. The date following the letters WTD refers to the date of issuance of the report.**

012 Fruit, Tree Nut, Vegetable Farm Products

France

Fresh fruits, particularly apples, oranges, grapefruit; requests replies in French or Spanish. Viporprim (importing distributor), 4 rue Jean Jacques Rousseau, Sete, Herault. WTD 10/30/62.

Netherlands

Fresh fruit. Keerdijk Producten Maatschappij C.V. (importer, exporter, wholesaler, transit trader), 68 Singel or P.O. Box 894, Amsterdam C. WTD 5/23/61.

019 Miscellaneous Commercial Farm Products

Italy

Vegetable seeds, particularly soybeans, peanuts. Direct purchase and agency. Saverio Pansini, Import-Export (importer, exporter), Via Bressanone 5/3, Rome. WTD 10/18/62.

Philippines

★★ Seeds for fruits, vegetables. Distributorship. Bacolod Real Estate Development Corp., Bacolod City. I.R.-72.

170 Construction, Building Materials

Philippines

★★ General building materials of all types. Agency only. Salustiano S. Mahusay, 63 B. Don Pedro Cui St., Cebu City. NCIA. I.R.-60.

200 Food

Ireland

Processed foods suitable for self-service, supermarket distribution. Direct purchase and agency. Ardami, Ltd. (importer, agent, distributor), 66 Aungier St., Dublin 2. WTD 10/30/62.

Netherlands

Canned fried chickens, turkeys; canned fruit, fruit juices; canned salmon; all kinds of dried fruit. De Winter & Konijn N.V. (commission merchant), 270 Herengracht, or P.O. Box 556, Amsterdam.

All kinds of dried fruit, edible nuts such as almonds, hazelnuts, walnuts, cashew nuts, peanuts, apricot kernels, canned vegetables, fish, other kinds of canned foodstuffs, honey, ginger. Keerdijk Producten Maatschappij C.V. (importer, exporter, wholesaler, transit trader), 68 Singel or P.O. Box 894, Amsterdam C. WTD 5/23/61.

Dried semitropical fruits; canned fruits, fish; all kinds of foodstuffs. N.V. Agentuur-en Commissiehandel v/h P.C. Vis & Co. (importing distributor, commission merchant), 2021 Prins Hendrikkade or P.O. Box 489, Amsterdam.

Sarawak

Canned foodstuffs, such as corned beef, luncheon meats, fruits, juices, vegetables, whole milk, ground and instant coffee; in air tight cans or cartons, biscuits, fruitcakes, cookies, brown (whole meal) and white flour; requests catalogs, samples, price quotations c.i.f. Singapore or Kuching. Ting & Ting Supermarket (importing, retailing supermarket), P.O. Box 319, Tabuan Rd., Kuching. WTD 10/16/62.

201 Meat Products

Mozambique

Tallow, annual requirements 120 metric tons. Osman Aboobakar & Filhos, Lda. (manufacturer), P.O. Box 10, Lourenço Marques.

Sarawak

Canned pure lard in 26 oz. cans only, lithographed with manufacturer's brand, paper wrapping not acceptable; canned pure corn beef preferably in 12 oz. tapered cans. Exclusive importer and distributor agreement. B. T. Lim & Sons (importer, wholesaler, exporter), 108 Ewe Hai St., Kuching. WTD 10/24/61.

202 Dairy Products

Morocco

Powdered skim, whole milk. Unifarma S.A. (importer, wholesaler), c/o 5 General Aranda, Tetouan. WTD 6/21/60.

204 Prepared Feeds

Philippines

★★ Feeds for use in fish farms. Direct purchase and agency. Dr. Antonio A. Lizares Co., Inc., Lupit & High School Subdivision, Bacolod City. I.R.-70.

203 Canning, Preserving Fruit, Vegetables, Seafoods

Ireland

Canned fish, dried fruit; both standard select. Efficient Distribution, Ltd. (importing distributor), 11 Merrion Sq., Dublin 2. WTD 10/16/62.

208 Beverage Industry Products

Germany

Bottled rye, bourbon whiskies in wholesale quantities. George Hesse (importer, exporter, sales agent), Ballindamm 25, Hamburg 1. WTD 1/24/61.

209 Miscellaneous Foods

Austria

Tung oil. F. J. Elsner & Co. (importer, wholesaler, agent), Innsbruck, Marktgraben 25, Tyrol. WTD 6/4/62.

Italy

Oils, greases, fats for manufacture of soaps, detergents. Direct purchase and agency. Saverio Pansini, Import-Export (importer, exporter), Via Bressanone 5/3, Rome. WTD 10/18/62.

220 Textile Mill Products

Australia

Finished yard goods for manufacture of men's shirts, pajamas. Nevarda Shirt Co. (manufacturer), 101 Goderich St., Perth. WTD 7/23/62.

Austria

Textile piece goods of all kinds, woolen, silk, cotton, rayon, synthetic materials, synthetic blended fabrics. Widder & Co. (importer, wholesaler), Vienna I, Schwertgasse 6.

Liechtenstein

Printed, woven synthetic fabrics; fabrics for household furnishings. Direct purchase and agency. Weberei Eschen AG (manufacturer, importer, exporter, sales agent), Postfach 23,560, Schaan. WTD 10/25/62.

229 Miscellaneous Textile Goods

Spain

Marine rope, cable; requests replies in Spanish. Mirambell y Millet, Ltda. (ship chandlers, importer, wholesaler, retailer), Plaza de Compostela 11, Vigo. WTD 10/25/62.

230 Apparel

Australia

Swim wear, beach shirts. Nevarda Shirt Co. (manufacturer), 101 Goderich St., Perth. WTD 7/23/62.

Sarawak

Men's, children's summer wear; particularly cotton colored and "dressy" children's apparel, jeans, shorts, children's dresses; requests catalogs, samples, price quotations c.i.f. Singapore or Kuching. Ting & Ting (importing, retailing supermarket), P.O. Box 319, Tuaban Rd., Kuching. WTD 10/16/62.

239 Miscellaneous Fabricated Textile Products

Liechtenstein

Household furnishings, interior decoration items. Direct purchase and agency. Weberei Eschen AG (manufacturer, importer, exporter, sales agent), Postfach 23,560, Schaan. WTD 10/25/62.

241 Logging Camp, Contractor Products

France

Timber, logs; requests replies in French. Société Guzzardi (importer, wholesaler), 220 Chemin de l'Armee d'Afrique, Marseille 10. WTD 10/30/62.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

Canada

Black walnut veneer. Direct purchase and agency. Mr. Sheppard, West Indies Co., Ltd. (import-export merchant), 701, 543 Granville St., Vancouver, B.C.

Philippines

★★ Prefab wooden homes. Direct purchase or agency. Bacolod Real Estate Development Corp., Bacolod City. I.R.-72.

251 Household Furniture

Norway

Nursery equipment, such as seats, training chairs, folding walkers, auto cribs, baby bathinettes. Finn Fjermestad (importing wholesaler), 39 Niels Juelsgate, Oslo. WTD 9/27/62.

261 Pulp Mill Products

Thailand

● Woodpulp, 1,500 metric tons bleached sulfate, 1,500 metric tons bleached sulfite. Bid deadline 2 p.m. Nov. 26. Bidders requested to purchase tender forms until Nov. 23 for $2 each, including postage, from National Economic Development Co., Ltd., Soi Rajkroo, Bangkok. Other details available from Boon Chuey Karnchanaguha or Sanoh Tripola of above office.

262 Paper Mill Products

Iraq

● Cellulose wadding, 20,000 kg. in accordance with applicable terms, specifications available for sale from Secretary of Board, Ministry of Finance, for $2.80 plus $0.70 airmail charges from Baghdad to U.S. Bidders must deposit 7% for first 1,000 dinars, 5% for remainder of price quoted or bank guarantee. Central Foreign Purchasing Board, Ministry of Finance, Republic of Iraq, Baghdad. Bid deadline Dec. 2.

Copy of specifications available on loan basis from BDSA, Department of Commerce, Washington 25, D.C. Telephone WO 7-4138.

263 Paperboard Mill Products

Sweden

Corrugated board for window decorations; requests price lists, advertising material, samples if possible. Direct purchase and agency. Masini (importing distributor, manufacturer's agent), Horngatan 1, Norrkoping. WTD 8/21/62.

264 Converted Paper, Paperboard Products

Norway

Tags for pricing for laundry, drycleaning identification. Dymo Norsk A/S (distributing importer), 20 Ringeriksveien, Sandvika (Oslo). WTD 10/17/62.

Sarawak

Plastic coated freezer paper, 40′ rolls, 18″ wide; paper cups, dollies with different designs; paper place mats; requests catalogs, samples, price quotations c.i.f. Singapore or Kuching. Ting & Ting Supermarket (importing, retailing supermarket), P.O. Box 319, Tabuan Rd., Kuching. WTD 10/16/62.

272 Periodicals: Publishing; Publishing, Printing

Philippines

★★ Interested in acting as distributor for magazine publisher. McMarion Journal Circulation Service, P.O. Box 2752, Manila. NCIA. I.R.-53.

280 Chemicals, Related Products

Venezuela

Dry pigments, resins, inks, varnishes; raw materials for their manufacture. Direct purchase and agency. J. M. Huber de Venezuela, S.A. (importing distributor, manufacturer, agent), 11 Calle 3, Urb. Industrial de Carapa, Caracas. WTD 10/8/62.

281 Industrial Chemicals

Indonesia

Caustic soda, 98/100%NaOH solid, 250 metric tons in drums of 400 kilos; formaldehyde, 40%, 40 metric tons in asphalt-lined secondhand iron drums of 200 kilos; sodium bisulfite, 65/67% SO_2, 50 metric tons in drums of 100 kg. net; dusting sulfur, 93% S/7% kaolin 325 mesh, 300 metric tons in 3 ply paper bags with jute overbag of 50 kilos net; formic acid, 90%, 250 metric tons, carboys of 25 kilos net; soda ash, 98%/100% dense, 50 metric tons in mixed woven bags of 75 kilos. Mr. Sutjiadi, N.V. Agung (importer, distributor), 4 Kali Besar Barat, Djakarta. WTD 8/9/61.

Mozambique

Sodium silicate, annual requirements about 36 metric tons; sodium carbonate (soda ash), annual requirements 90 metric tons; caustic soda, annual requirements 180 tons. Osman Aboobakar & Filhos, Lda. (manufacturer), P.O. Box 10, Lourenço Marques.

Pakistan

■ Chemically reactive dyestuff. Loan 53; U.S. source. IL#216774. Credit amount $7,140. Bid deadline Dec. 5. Ahmed Abdul Gani Textile Mills, 70/8 Newnham Rd., Karachi. Cable: AGMAN Karachi. ★

■ Chemically reactive dyestuff. Loan 53; U.S. source. IL#225340. Credit amount $27,783. Bid deadline Dec. 5. Jenson & Nicholson of Pakistan, Ltd., 1 West Wharf Rd., Karachi. ★

■ Chemically reactive dyestuff. Loan 53; U.S. source. IL#197698. Credit amount $10,080. Bid deadline Dec. 8. Pioneer Corp., 54 The Mall, Lahore. Cable: DYESTUFF. ★

■ Chemically reactive dyes. Loan 53; U.S. source. IL#264549. Bid deadline Dec. 1. Paradise Colour Co., Tanazar, Narayan ganj, Dacca. Cable: PARADISE.

Philippines

★★ Chemicals such as nitric acid, potassium chlorate, sulfur, muriatic acid, general drug items. Direct purchase. Farmacia Mirasol, Iloilo City. NCIA. I.R.-63.

Sweden

Laboratory testing chemicals. Kemikaliebolaget Kebo AB (importer, wholesaler, sales agent), Birger Jarlsgatan 120, Stockholm O. WTD 5/16/60.

282 Plastics Materials, Synthetic Resins, Rubber, Other Man-made Fibers

Philippines

★★ Plastic material or resin for use in production of fiber-glass, signs. Direct purchase, agency, or license, Philippine Fiberglas Corp., 89 Riverside, San Juan, Rizal. I.R.-86.

Rhodesia, Nyasaland

Synthetic fibers. Central African Weaving Mills Pvt., Ltd. (manufacturer), P.O. Box 2025, Salisbury, Southern Rhodesia. WTD 10/30/62.

283 Drugs

Ceylon

● Guanethidine (Ismelin), 10 mg., 75,000 tablets; Norethandrolone (Nilevar), 10 mg., 30,000 tablets; Ethionamide (Trescatyl), 250 mg., 100,000 tablets; Spironolactone (Aldactone), 100 mg., 25,000 tablets; Neomycin Sulfate, 0.5 mg., 25,000 tablets, or equivalents. Bid deadline Jan. 11. Extract for zingiber tincture Fort. B.P., 1,000 fl. lb.; extract for Liquid Extract Ipecac B.P., 600 fl. lb.; extract for Gentian Co. Tincture, 3,000 fl. lb. Bid deadline Jan. 8. Chairman, Tender Board, Ministry of Health, P.O. Box 500, Colombo. ★ (WO 7-2239.)

Philippines

★★ Line of general drug products. Direct purchase. Farmacia Mirasol (drugstore chain), Iloilo City. NCIA. I.R.-63.

★★ Additional chemical lines in veterinary pharmaceuticals, sodium sulfate. Trans-Oceanic Merchandising Co. (importer, distributor of heavy chemicals for textile, paint, paper industries), Room A, Alliance Bldg., 410 Rosario St., Manila. NCIA. I.R.-37.

285 Paints, Varnishes, Lacquers, Enamels, Related Products

Greece

● 13,600 kg. filler paste consisting of 70% zinc chromate, 30% linseed oil, by weight. Tender DMKD-256, bid deadline Dec. 5. Public Power Corp., 30 Chalkokondyli St., Athens. ★ (WO 7-3529.)

Iran

● 39,000 kilos of paint consisting of 7,000 kilos of white oil paint, 15,000 kilos light gray oil paint, 500 kilos blue oil paint, 500 kilos yellow oil paint, 2,000 kilos green oil paint, 4,000 kilos dark gray paint, 3,000

kilos gray nonslip deck paint, 2,000 kilos double-boiled linseed oil, 3,000 kilos black oil paint, 2,000 kilos fireproof red paint. Bid deadline 10 a.m. Dec. 5. Sarreshtehdary Niroove Daryai (Imperial Iranian Navy Supply Dept.), Pahlavi Ave., Teheran. ★ (WO 7-3529.)

South Africa

Protective coatings, chemical and fire resisting, for laboratory work benches. Corroless Sales Pty., Ltd. (manufacturer's agent), 88 St. George's St., Cape Town. WTD 10/30/62.

Spain

Marine paints; requests replies in Spanish. Mirambell y Millet, Ltda. (ship chandler, importer, wholesaler, retailer), Plaza de Compostela 11, Vigo. WTD 10/25/62.

286 Gum, Wood Chemicals

★★ Chemical wood preservatives. Direct purchase. Bacolod Real Estate Development Corp., Bacolod City. I.R.-72.

289 Miscellaneous Chemical Products

Germany

Essential oils. Curt Georgi KG (manufacturer). Boeblingen Wuerttemberg, Vaihinger Str. 25. WTD 9/5/62.

Greece

● Insulating compounds, 39,000 kg for L.V. service boxes with following characteristics: Unchangeable, should maintain its form between 20°C-100°C., F.O. voltage average 17.5 kv. per cm. of thickness, should be packed in 20-50 kg. tins. Tender DMKD-269, bid deadline Dec. 7. Public Power Corp., 30 Chalkokondyli St., Athens. ★ (WO 7-3529.)

301 Tires, Inner Tubes

Liberia

Tires, tubes. Chicri Bros., Inc. (general merchant, automotive sales, service), P.O. Box 109, Monrovia. WTD 10/4/62.

306 Fabricated Rubber Products

India

● High pressure hose (1", 1½", 2" diam.), various quantities. Tender SE-579, bid deadline 11 a.m. Nov. 29. India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C. ★ (WO 7-3381.)

307 Miscellaneous Plastics Products

Sarawak

Plastic food containers suitable for small iceboxes in consumer cartons of approx. 6 containers each; requests catalogs, samples, price quotations c.i.f. Singapore or Kuching. Ting & Ting Supermarket (importing, retailing supermarket), P.O. Box 319, Tabuan Rd., Kuching. WTD 10/16/62.

311 Leather Tanning, Finishing

Austria

Upper, lining leathers of all kinds for manufacture of footwear; requests replies in German. Lederimportvereinigung OHG, Rauch & Gura (importer, wholesaler, sales agent), Vienna VII, Zieglergasse 72.

Israel

Upper leathers, best quality; all kinds of accessories, articles for shoe industry; samples, price quotations requested. Direct purchase and agency. J. Jacob Darwich (importer, wholesaler), 3 Solomon St. or P.O. Box 5045, Tel Aviv.

314 Footwear

★★ Low price line in men's, women's, boys' shoes. Direct purchase. Ravas General Store (wholesaler), Cartimar Market, Pasay City, Manila. NCIA. I.R.-41.

319 Leather Goods

France

Imitation leather labels for blue jeans. Manufacture M.H.S. (importer, manufacturer), 164 ave. Parmentier, Paris 10. Sample available on loan basis from Trade Opportunities Staff, BDSA 111, Room 4016, or by calling WO 7-4675. ★

321 Flat Glass

Greece

● Bent white polished plate panes, 54, all 7 mm. thick, height range 915-1,560 mm., inside chord 720-910 mm., inside depth 34-90 mm. Tender 51753/6/62, bid deadline 1:30 p.m. Dec. 1. Ministry of National Defense, Navy General Staff, Supreme Procurement Committee, 2 Paparrigopoulou St., Athens. ★ (WO 7-4387.)

322 Glass, Glassware

Sarawak

Heat resistant domestic glassware; requests catalogs, samples, price quotations c.i.f. Singapore or Kuching. Ting & Ting Supermarket (importing, retailing supermarket), P.O. Box 319, Tabuan Rd., Kuching. WTD 10/16/62.

327 Concrete, Gypsum, Plaster Products

Philippines

★★ Concrete building materials. Bacolod Real Estate Development Corp., Bacolod City. I.R.-72.

329 Abrasive, Asbestos, Miscellaneous Nonmetallic Mineral Products

France

Abrasive bands, diamond-set items; requests replies in French. Ets. Honnay Lejeune & Cie. (manufacturer), 74 rue Louis Delos, Marcq-en-Baroeul (Nord).

Germany

Floor scrubbing pads. N.W.G. Niederrheinische Werks-u. Gebaeudereinigungs GmbH (cleaning establishment, wholesaler), 24 Vom Rathstr., 41 Duisburg. WTD 10/18/62.

India

● Foresterite brick, 40 metric tons, F2, 300 x 150 x 75 mm.; 1,250 metric tons F4, 370 x 150 x 75 mm. Tender CPO/B/1034/E-40 (27), bid deadline Dec. 18. Worldwide basis. Tender documents available from Administrative Officer, Hindustan Steel, Ltd., Central Purchasing Organization, 7 Wellesley Pl., Calcutta 1. Copy of specifications, conditions available for review in Iron & Steel Division, Room 4228, Department of Commerce, Washington 25, D.C.

Israel

Abrasives for manufacture of shoes; requests samples, price quotations. Direct purchase and agency. J. Jacob Darwich (importer, wholesaler), 3 Solomon St. or P.O. Box 5045, Tel Aviv.

Philippines

★★ Brake lining in sheets to be cut into proper strips in Manila. Direct purchase. Cecilio Tagle, 415 Juan Luna St., Manila. NCIA. I.R.-44.

331 Steel Mill Products

Ecuador

Steel reinforcing bars for concrete work, 12 m. in length, diam. ⅜", ½", ⅝", 4,000 tons; steel beams, 60 tons, I, C, and L beams 8-12 m. in length; steel wire for concrete reinforcing work, 150 tons, ¼" diam.; steel plates, 3' or 4' by 8', 1,000 tons of ¼" thickness, 1,000 tons of ⅜" thickness; all to ASTM standards for bridges; telegraphic responses with price quotations c.i.f. Guayaquil requested. Otcisa-Oficina Tecnica Comercial Industrial S.A., Antonio Fernandez Salvador (importer, commission merchant), Edificio Guerrero Mora or P.O. Box 448, Quito. Cable: Otcisa, Quito. WTD 9/1/61.

Germany

Hot rolled strip 165 x 2.5 mm. for automobile rims, 1,300 metric tons monthly; quality according to Ms St 34.2 with C content of 0.12%, untrimmed edges according to DIN 17.100, tolerance according to DIN 1066, in coils with internal diam. 450-500 mm., external diam. 1,300 mm.; requests replies in German, price quotations duty and tax paid c.i.f. ship Hanover or North Sea port, preferably Bremen. Carl Spaeter (dealer), 23 Friedrichswall, Hanover. WTD 9/11/59.

Greece

● Steel galvanized pipe, 5,000 m. 3" nominal inside diam.; 2,000 m. 4" nominal inside diam., plain ends, no couplings, in accordance with German specification DIN 2440. Tender 913, bid deadline Dec. 5. Greek Water Co., 4 Kolokotroni St., Athens. ★ (WO 7-2363.)

India

■ Supply of high tensile steel plates, rods, 125.5 long tons, required for Penstocks of Sharavathi Valley Hydro-Electric Project, First Stage. Loan 120; worldwide. Enquiry HCP/SVHEP-31/Oct. 1962. Bid deadline Dec. 2. Government of Mysore, Office of Chief Engineer, Hydro-Electric Construction Projects, Post Bag 60, Race Course Cross Rd., Bangalore, where bids are to be sent. Tender documents available from India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C., for $3.15 each, not refundable.

Liberia

Steel rods, flat sheet iron. Chicri Bros., Inc. (general merchant; automotive sales, service), P.O. Box 109, Monrovia. WTD 10/4/62.

Pakistan

■ Pig iron, foundry grade; M.S. plates, ordinary commercial quality HRCA or any equivalent quality, various sizes; HRCA M.S. black sheets, ordinary commercial quality or any equivalent quality, various sizes; M.S. shaftings (round), bright, polished, annealed, rough, turned to measure with usual tolerance, oiled or greased but unwrapped; small sections, structurals. Loan 7; U.S. source. S/A RM 055227. Credit amount $37,283. Bid deadline Dec. 1. Meghna Engineering Works, Ltd., 680/A, Jubilee Rd., Chittagong. Cable: Amreliwala. ★

■ Electrolytic tinplate waste waste, bright finish, size 28" x 18¾" or 30" x 20", gage 30 and 31; misprint and galvanized iron sheet, plain, 1.25 oz. zinc coating 3'x 6'; G.I. wire, soft quality, gages 10, 12, 14, 16. Loan 7; U.S source. S/A RM 055204. Credit amount $9,450. Bid deadline Dec. 1. Kaissar Industrial Corp., 342 Industrial

Area, Tejgaon, Dacca. Cable: QUISSAR, Dacca.

■ Galvanized iron/steel corrugated sheets, 1.25 oz. zinc coating, 10/3" corrugation, 24 and 26 BG, 6, 7, 8, 9, 10' long, 32" wide, $2,750; galvanized iron/steel plain sheets, 1.25 oz. zinc coating, BG 6' and 8' long, 36" wide, $2,500. C. & f. Chittagong. Loan 7; U.S. source. S/A RM 055051. Credit amount $5,250. Bid deadline Dec. 1. Issak Haji Shakoor Jamal Co., 330 Khatoonganj, Chittagong. Cable: ISSACO.

■ Electric steel sheets, 26 SWG maximum core watt loss 2.70 at 50 c., 10,000 gausses, $6,000; pig iron, C. ¾.5%, Mn. 0.50/1/0%; Ph. 0.40% max., Si. 2.25/2.75%; Su. 0.05% max., $1,200; M.S. sheet, 16 gage, $1,284. C. & f. Chittagong. Loan 7; U.S. source. S/A RM 055234. Credit amount $8,484. Bid deadline Dec. 1. Husain Electric Industries, 68/2 Purana Paltan, Dacca 2.

■ Basic open hearth hot rolled steel plates, carbon 33% max., ASTM 283-58 in various lengths, 8' x 4' x ¼", about 10 tons; 15' x 5' x ¼", 28 tons. 20' x 5' x ⅜", 5 tons; 20' x 5' x ½", 5 tons. Loan 7; U.S. source. S/A RM 035875. Credit amount $7,938. Bid deadline Dec. 5. Abdullah & Sons, opposite Church Mission School, Lawrence Rd., Karachi. Cable: ARTISAN.

■ Bright drawn nailwire, open hearth, to ASTM 1010, from 2-20 gages. Loan 7; U.S. source. S/A RM 035632. Credit amount $6,785. Bid deadline Dec. 5. Crown Steel Industries, Karachi. Cable: KETIMART.

■ M.S. billets, prime, rerolling quality, conforming to SAE-1020, SAE-1025, SAE-1020, and/or SAE-1040, in lengths of 16/20 ft. and above, size 2" x 2", 2½" x 2½", 3" x 3½", and/or 4" x 4", heat mark stamped on each billet, works test certificate provided. Loan 7; U.S. source. S/A RM 035882. Credit amount $75,180. Bid deadline Dec. 5. Steel Corp. of Pakistan, Ltd., Jubilee Insurance House, McLeod Rd., Karachi. Cable: ROLLSTEEL, Karachi.

■ M.S. billets, in standard quality with works certificate, heat mark stamped on each billet, conforming to specification SAE 1025 preferably or SAE 1020 or 1030, 2", 2½", 3" square sizes, lengths of 18 ft. or above; soft, bright galvanized iron wire. Loan 7; U.S. source. Bid deadline Dec. 5. Central Wire Netting & Metal Products Co., 427 Princess St., Karachi. Cable: WIRENETT. ★

■ 4" long sweep high pressure tees, threads A.P.I. 3,000 p.s.i. working pressure; 4" high pressure collars, 3,000 p.s.i. threads A.P.I. working pressure 5-9/16" R.H. couplings for use with 5-9/16" A.P.I. 22.20 lb. ft. internal upset drill pipe grade A; hot finished seamless steel line pipe, Grade B; seamless steel tubes. Loan 7; U.S. source. S/A RM 035729. Credit amount $95,850. Bid deadline Dec. 3. Attock Oil Co., Ltd., Dunnolly Rd., P.O. Box 4832, Writers Chambers, Karachi. ★

■ Mild steel billets, 2" x 2" x 18' and above; prime open hearth or electric steel, specification SAE-1020. Loan 7; U.S. source. S/A RM 035628. Credit amount $10,470. Bid deadline Dec. 3. Yacoob Industries, Barnes St., near Haji Camp, Karachi. Cable: BARROWS, Karachi.

■ M.S. billets, prime quality, specifications conforming to standard specification SAE-1020, size 50 mm. or 60 mm. in lengths of 18 ft. or above, heat marks to be die stamped on each billet. Loan 7; U.S. source. S/A RM 039855. Credit amount $58,905. Bid deadline Dec. 2. Ahmad Bakhsh & Bros., 22 Brandreth Rd., Lahore. Cable: NASEEMCO, Lahore.

■ Foundry quality pig iron, grade 1 or 2, 400 tons; M.S. sheets, 14 gage, 6' x 3', 20 tons; carbon steel spring steel flats, 0.55-0.65%, sizes 1.⅛" x 3/16", 1.½ x 3/16", 2.¼ x ¼", 10 tons; high speed steel 18% tungsten square, ½", 300 lb. ⅝", 300 lb., ¾", 300 lb., 1", 200 lb., 1½", 200 lbs., 1¼", 200 lbs. Loan 7; U.S. source. S/A RM 038978. Credit amount $45,045. Bid deadline Dec. 6. Fabrication, Foundry & Engineering Works, 419/20 Industrial Area, Tejgaon, Dacca. Cable: PIONEERS.

■ Galvanized mild steel corrugated iron sheets, about 40 long tons; galvanized mild steel plain sheets, 10 long tons; mild steel equal angles, 20 long tons; mild steel plates, 20 long tons. Loan 7; U.S. source. S/A RM 055047. Credit amount $21,210. Bid deadline Dec. 6. Jamal Ahmad & Co., 373 Terri Bazar, Chittagong E. Cable: IRONCO. ★

■ Sand cast or machine cast foundry grade pig iron, grade 1; M.S. wire, 4 and 6 SWG; M.S. round, above 2" diam.; special steel. Loan 7; U.S. source. S/A RM 055224. Credit amount $52,296. Bid deadline Dec. 6. H.N. Poddar & Co. (Pak), Ltd., Kalibari Rd., Khulna. Cable: STAR.

■ Steel material, different sizes steel section, 1466.20 tons of 2240 lb.; pipes, M.S. galvanized with sockets, 4" bore pipe-1,550 ft. Schedule I-VIII. Loan 7; U.S. source. Tender P2/GB4/301/62. Bid deadline Dec. 26. Controller of Stores (Purchase), Pakistan Eastern Railway, Pahartali, Chittagong. Tender documents with schedules of requirement, specifications, instructions to tenderers, tender forms available free from Embassy of Pakistan, 2315 Mass. Ave., NW., Washington, D.C.

■ Cold rolled close annealed mild steel sheets, prime commercial quality, matte, dull finish, size 3' x 8' or 3' x 6', U.S. gage 26 and 28, c. & f. Karachi basis. Loan 7; U.S. source. S/A RM 025297. Credit amount $8,823. Bid deadline Dec. 1. Precision Work Shop, North Circular Rd., Rawalpindi.

■ High silicon steel sheets, cold rolled, M.S. sheets and plates, angles and channels, rounds and flats, spring steel and demagnetic steel strip. Loan 7; U.S. source. S/A RM 039853. Credit amount $105,000. Bid deadline Dec. 1. Pak Electron, Ltd., P.O. Box 524, Lahore. Cable: PELEKTRON. ★

■ Pig iron, foundry grade, Sil. 2.5-3.00%, Mn. 1% max., Ph. 0.5-0.7%, Su. 0.045% max., C 3.5-4.2%. Loan 7; U.S. source. S/A RM 039842. Credit amount $7,245. Bid deadline Dec. 1. Fazal Mohammad & Sons, G.T. Rd., Gujranwala.. Cable: SLUICEVALV.

333 Primary Smelting, Refining Nonferrous Metals

Thailand

● Aluminum ingot, 15 metric tons, 99.5% approx. 5" wide, 4" thick, weighing 6-12 kg. each. Bid deadline Dec. 3. Treasury Dept., Chakrapong Rd., Bangkok. ★ (WO 7-2181.)

335 Rolling, Drawing, Extruding Nonferrous Metals

Burma

● H. F., signal cable. Tender 47E(61-2), bid deadline Nov. 27. Director General, Posts & Telegraphs Dept., Rangoon. ★ (WO 7-2162.)

Egypt

● Overhead transmission lines, 66 kv., for 5th ext. of Delta electricity scheme. Bid deadline Dec. 4. Ministry of Public Works Mechanical & Electrical Dept., Cairo. ★ (WO 7-2162.)

India

■ Unscalped electrolytic copper wire, bar, as per ASTM specification B-5, 43 or latest ed., required by Hindustan Cables, Ltd., Burdwan, 600 metric tons. U.S. source. S/79/M/DLF/HCL. Bid deadline Dec. 3. India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C., where tender papers may be obtained free on request.

● Various categories of paper insulated copper conductors; total quantity 160.5 metric tons. Tenders PP/PICC/102-107, bid deadline Dec. 3. Worldwide. Total shipments Feb. 1963. Superintendent, Purchase Dept., Heavy Electricals (India), Ltd., Piplani P.O., Bhopal, Madhya Pradesh. ★ (WO 7-2162.)

Sudan

● Underground cable: Contract 117, 4,000 yd., bid deadline Dec. 11; contract 118, 3,000 yd., bid deadline Dec. 12. Controller, Stores & Workshops, Dept. of Posts & Telegraphs, Light Industrial Area, Khartoum South. ★ (WO 7-2162.)

342 Cutlery, Handtools, General Hardware

Nigeria

■ 1-gal. thermos vacuum containers, 288, of rugged construction to withstand rough handling, transport over rough roads in high temperatures; must be wide mouth, of same bore from top to bottom, with lid sealed by clamps at either side, carrying handle, cap, at least 1 gal.; to be used for antirinderpest campaign. U.S. manufacture, including cost of delivery, c.i.f. Lagos (port of Apapa). A.I.D., P.I.O./698-13-617-9-20126. Quotations should be sent to W. E. Wilcox (EM2 Various 3568), Crown Agents, 4 Millbank, London, S.W.1.

Spain

Marine hardware, deck supplies; requests replies in Spanish. Mirambell y Millet, Ltda. (ship chandler, importer, wholesaler, retailer). Plaza de Compostela 11, Vigo. WTD 10/25/62.

344 Fabricated Structural Metal Products

Australia

● Supply, erection of briquette-fired hot water boiler, 9,500,000 B.T.V./hr. cap. with nitrogen pressurizing plant, all accessories. Tender 62-63/55, bid deadline Dec. 17. State Electricity Commission of Victoria, 22-32 William St., Melbourne, C.1., Victoria. ★ (WO 7-4242.)

349 Miscellaneous Fabricated Metal Products

India

■ Butterfly valves, accessories, 6. Loan 37; U.S. source. Enquiry T-1780, specification TATA-411. Bid deadline Dec. 7. General Manager, Tata Power Co., Ltd., Bombay House, Bruce St., Fort, Bombay 1. Additional bidding information, copies of specifications available from Tata, Inc., 425 Park Ave., New York 22.

■ 120 hp. Eddy current coupling, water cooled, complete with standard water piping; water shut-off valve, water strainer automatic water proportioning valve, 4; 10 hp. Eddy current coupling, air cooled, 2; controls for 2 couplings for above, in standard NEMA enclosure; NEMA I enclosure. Loan 157; U.S. source. II 989707/DLF/157/61/HQ/CG.I. Ref. 4 (146)/62-AID-II. Bid deadline Dec. 3. Power Cables Private, Ltd., P.O. Box 4, Kalyan (C. Rly). Cable: ULHASNAGAR 3. ★

351 Engines, Turbines

Egypt

● 6 centrifugal turbines. Tender SE/

5866, bid deadline Nov. 28. Societe des Sucreries et de Distillerie d'Egypte, 12 Gawad Hosni St., Cairo. Specifications for review only in Room 4217. ★ (WO 7-4242.)

Sweden

Mobile steam generators suitable for use on building, construction sites; stationary steam generating units designed for limited heat, power requirements, particularly with automatic, new engineering features; fittings, attachments for steam generating equipment. Maskinfirman N.E. Olsson (manufacturer, importer, exporter), 32-34 Erstagatan, Stockholm So. WTD 10/3/62.

352 Farm Machinery, Equipment

Philippines

★★ Irrigation equipment for 450 acre sugar plantation. Direct purchase. Eusebio, Inc., San Carlos City, Negros Oriental. NCIA. I.R.-19.

Venezuela

Agricultural equipment; requests replies in Spanish. Sociedad de Agricultores de Canamelar de Lara y Yaracay C.A. (importing distributor, agent), Carrera 22 y Calle 24 23-110, Barquisimeto, Estado Lara. WTD 10/8/62.

353 Construction Machinery

Costa Rica

● Various types, quantities of earthmoving, construction equipment. Tender 8243, bid deadline Dec. 10. National Purchasing Office (Proveeduria Nacional), Government of Costa Rica, San José.

Ecuador

Dumpers for carrying aggregate to mixer, concrete to job: 2 with 3½ cu. m. cap., diesel motor, reversible controls; 1 with 1 cu. m. cap., gasoline motor, reversible controls; ASTM standards; requests telegraphic replies with price quotations c.i.f. Guayaquil. Orcisa-Oficina Tecnica Comercial Industrial S.A., Antonio Fernandez Salvador (importer, commission merchant), Edificio Guerrero Mora or P.O. Box 448, Quito. Cable address: Orcisa, Quito. WTD 9/1/61.

France

Spare parts, ball bearings for public works equipment; requests replies in French. Comptoir de Specialites Mecaniques (importer, exporter), 39 ave. General Leclerc, La Garenne (Seine). WTD 9/7/62.

Germany

All types of construction machinery, equipment, particularly new products; requests replies in German. Direct purchase and agency Bauma-Baumaschinen-und Baugeraete GmbH (wholesaler, sales agent), 7 Stuttgart-Vaihingen, Jurastr. 18.

India

■ 2 cu. yd. cap. concrete buckets, 8, for Umiam Hydel Project. Loan 141; U.S. source. Tender invitation 32. Bid deadline extended to Nov. 30. (International Commerce, Oct. 19, p. 32.) Office of Chief Engineer (Civil), Assam State Electricity Board, Shillong, Assam. ★

■ Tractor shovels, 2, with diesel engine 18.00 x 24 12 P.R. traction tires, torque converter, power shift, constant mesh transmission, 24 v. starting and lighting system, spare parts. Loan 157; U.S. source. IL#990299/DLF/157/61. Ref. 4(42)/62-AID-II. Bid deadline Dec. 6. Bisra Stone Lime Co., Ltd., Chartered Bank Bldgs., Calcutta 1.

■ Crawler tractor with diesel engine of approx. 230-40 hp., to be fitted with automatic power shift type transmission, approx. 84" gage, 22" wide grouser track shoes. Loan 157; U.S. source. IL#989746/DLF-157/61. Ref. 41(768)/62-AID-II. Bid deadline Dec. 6. Bolani Orex, Ltd., Chartered Bank Bldgs., Calcutta 1. ★

■ Rear dumpers, project/3047-N(G), ref. D/ENQ/567, bid deadline Dec. 4; motorized scraper, project/3047-N(E), D/ENQ/568, Dec. 12; tunnel boring machine, project/3047-N(D), D/ENQ/569, Dec. 7; shovels, dragline, crane, hoe attachment, project 3047-N(C), D/ENQ/570, Dec. 5; crawler tractor, pneumatic tired, reciprocating pumps, project 3047-N(A), D/ENQ/571, Dec. 11; dragline with shovel, hoe attachment, project 3047-N(H), D/ENQ/572, Dec. 12; concreting machine, pneumatic, grouting, pumpcrete machine, project 3047-N(F), D/ENQ&573, Dec. 13; all above tenders for sale at $2.10 each; steam turbine generator, project 4045-N(A), D/ENQ/575, Dec. 28; steam turbine generator, project 4045-N(A), D/ENQ/575, Dec. 28; turbine generator, project 4045-N(B), D/ENQ/576, Dec. 28; steam condenser, project 4045-N(C), D/ENQ/577, Dec. 28; cooling tower, project 4045-N(D), D/ENQ/578, Dec. 28; above tenders for $5.25. Loan 217; U.S. source. India Supply Mission, 2536 Mass Ave., NW., Washington 8, D.C. Present notice supersedes previous tender notice project/3047-N(A)/Tractor/I, ref. D/ENQ/546, now canceled. (International Commerce, Oct. 1, p. 32.)

■ 20 ton cranes, cooling unit. Tender 235/BEAS/PR/51094, D/ENQ/574. U.S. source. Bid deadline Dec. 24. Sealed tenders invited by Shri T. K. Kalia, Superintending Engineer, Procurement Circle, P.O. Nangal Township. Dist. Hoshiarpur, in anticipation of AID financing. Brief specifications available free from India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C.; quote ref. no.

Israel

Drilling machines on crawlers, rotary, diam. of bits up to 4½", depth of drilling at least 60'; tricon bits, all sizes up to 10". Exclusive agency. Lopat, Ltd. (importer, commission merchant), 31 Rothschild Blvd. or P.O. Box 1264, Tel Aviv. WTD 3/23/60.

New Zealand

● Earthmoving scrapers, 4 wheel, cable operated, approx. 19 cu. yd. heaped load, 5. Tender S.M.Q. 8913 PW 78/44, bid deadline Dec. 6. Copies of tender available from New Zealand Senior Trade Commissioner, 1145 19th St., NW., Washington 6, D.C.

Pakistan

● Tandem roller, 4-5 ton, 25-35 h.p. diesel engine, 1. Tender S-8/149/ENGG/62, bid deadline Nov. 27. Crawler type crane, 1. Tender S-8/82/ENGG/62, bid deadline Nov. 26. Director of Supply, Government of East Pakistan, Epidc House, Motijheel, Dacca.

Philippines

★★ Construction machinery, Agency only. Roy Loyola, P.O. Box 577, Iloilo City. NCIA. I.R.-66.

★★ Quarrying equipment for use in marble quarry. Direct purchase. Steve Tajanlangit, 150 Hechanova St., La Paz, Iloilo City. NCIA. I.R.-64.

Turkey

■ Pitprop lift trucks, 6. Ref. 115-EKD/3381. Loan 70; worldwide. Bid deadline Jan. 3, 1963. Complete specifications available from Turkiye Komur Isletmeleri Kurumu, Genel Mudurlugu, Etibank Binasi, Sihhiye, Ankara. ★

354 Metalworking Machinery, Equipment

France

Machine tools for sheet iron processing; requests replies in French. Direct purchase and agency. Société Auxiliaire d'Importation & de Distribution (metalworker), 7 rue Lincoln, Paris 8.

Pneumatic tools such as hammers, drills; equipment working on air pressure for cleaning, scraping, blowing. Direct purchase and agency. Holtzer & Cie. (importing, exporting wholesaler; retailer), 32 rue des Romains, Strasbourg-Koenigshoffen (Bas-Rhin). WTD 10/24/62.

Germany

All kinds of machine tools. Direct purchase and agency. Viwug GmbH, Curt Sattler (importer, agent), 7050 Waiblingen/Rems, Dammstr. 18.

India

■ Electric punch, suitable for operation on 230 v., single ph., 50 c., a.c. supply, 2, complete with impact control, safety switch, foot switch, single stroke control; spares for above. Solenoid coils, 4; spindle, guide assembly, 4. Loan 217, U.S. source. IL#EI/GL/MTC/185/DLF/362. Ref. 63 (189)/62-AID (1). Bid deadline Dec. 5. Industrial & Agricultural Engineering Co. (Bombay) Pvt., Ltd., 43 Forbes St., Fort, Bombay 1.

■ 13" precision turret lathe 13" x 6', 2, swing overbed, saddle wings 13⅛", head stock capacity through spindle, nose type collet chuck or lathe chuck 1⅝" max. hand lever collet, cap. 1-1/16", complete with standard equipment, tools with attachments; 125" knife grinder, 4½" opening between knife and sheer blade, 5 r.p. electric motor, V-belt driven, mechanic clutch with foot pedal control for action of knife, sheer blade, standard tools, equipment, wooden slat work tables, front, rear knife. Loan 217; U.S. source. IL#EI/GL/MTC/64/DLF/362. Ref. 63 (35)/62-AID (1). Bid deadline Dec. 7. Crescent Agencies Pvt., Ltd., 27/33 Medows St., Fort, Bombay 1.

■ Portable type, welding sets, mounted on 2 wheel trailer, 2 sets; instruction manual, part list catalog of above completed unit, 6 sets. Tender enquiry SE-532/REIN. Bid deadline Dec. 6. Core barrels, swivel type, inner, outer tubes. Tender enquiry S/108/AID. Bid deadline Dec. 11. India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C. Established U.S. manufacturers required by Director General, Geological Survey of Calcutta. Tender forms, including specifications, available free from India Supply Mission. ★

1 8-die used reconditioned wire drawing equipment of nonslip accumulator type for drawing aluminum rods of ⅜" diam. down to 16 or 17 S.W.G.; daily cap. 4 tons in 2 8 hour shifts; available current a.c., 3 ph., 440 v., 50 c. Ct. Alagappan (manufacturer), 32 Haddows Rd., Nungambakkam, Madras 6, Madras State. WTD 8/31/62.

Philippines

★★ Rebuilt metalworking equipment to produce flare brass fittings used for plumbing, air conditioning. Direct purchase for cash. Servemasters Inc., 2151 Taft Ave., Manila. NCIA. I.R.-15.

★★ 14" heavy-duty lathe, universal milling machine, new or reconditioned, on deferred payment basis. Cebu United Marketing Co., 305 Manalili St., Cebu City. NCIA. I.R.-29.

Turkey

■ First-cut linters with motors, starters, 6; second-cut linters with motors, 12; pneumatic seed cleaners with motors, 2; true-line gummer with motors; 6-basket lint cleaner with motors; 1-3 high lint cleaner with motors; lint shale shaker with motors; lint flue collecting system, 1st unit; lint flue collecting system, 2d unit; 3 spare saw cylinders, complete; 4,167 duplex linter saws (teeth); 100 doz.

true-line gummer files. DLF loan 11; worldwide. Credit Amount $141,000. Bid deadline Dec. 3. Turk Nebati Yaglar Fab. A.S., Adana.

355 Special Industry Machinery

Ceylon

● 3 mobile sawmills with edgers, 5 portable power chainsaws. Chairman, Tender Board, Ministry of Agriculture, Land, Irrigation & Power, P.O. Box 500, Colombo. Bid deadline Dec. 18. Copies available from Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington 8, D.C. ★ (WO 7-5589.)

France

Plastic processing equipment. Ets. Laroche Freres (manufacturer), 46 rue des Marais, Paris 10. WTD 9/11/62.

Machines, equipment for glass industry. Direct purchase and agency. Ets. L. Richoux (importer, exporter, commission agent), 22 cite Trevise, Paris 9.

Machines for glassworking; requests replies in French. Ets. Honnay Lejeune & Cie. (manufacturer), 74 rue Louis Delos, Marcq-en-Baroeul (Nord).

Machines, supplies for offset printing; requests replies in French. Direct purchase and agency. Ets. Mincel (manufacturer, importer), 2 rue du Temple, Saint-Maur (Seine).

Germany

Graphic machines of all kinds, such as printing machines, small offset printing machines, bookbinding machines, new types of machinery for graphics industry; requests replies in German. Direct purchase and agency. Emil, Waller, Fachgeschaeft fuer das graphische Gewerbe (importer, exporter, wholesaler, retailer), 104 Bageistr., Duesseldorf. WTD 10/25/62.

Hong Kong

High speed needle loom known as high speed automatic shuttleless loom for making elastic web from 1-3" width. Yau Hing Textiles, Ltd. (weaver) 1035 Yee Kuk St. or P.O. Box 6386, Kowloon. WTD 1/24/62.

India

Sheet fed rotary press with stereo plate casting equipment to feed paper sheets, size 23½ x 36", with equipment to print back to back, i.e., perfector single color; collating machine for 8 stations combined with wrapper enclosing (casing-in machine), stitching unit, trimmer, i.e., machine for in-line production. Kumudam (printer, publisher), 83 Puraswalkam High Rd., Madras 10, Madras State. WTD 10/18/62.

■ Die casting machine for high pressure cold chamber, die casting of aluminum, 400 ton cap., complete with standard system; carbide progressive die, 2, for manufacturing stator with 24 slots, rotor with 34 slots for room air conditioner sealed unit; equipment for drying air with dual absorber unit designed for 200 c.f.m. at 250 p.s.i. working pressure; tube and forming machine; special projection welding machine. Loan 157; U.S. source. IL# 990667/DLF/157/61. Ref. 41 (803)/62-AID-II. Bid deadline Dec. 7. Usha Refrigeration Industries, Ltd., D.C.M. Premises, Bara Hindu Rao, Delhi 6. ★

■ Machines for winding various deniers of viscose rayon yarn on paper cones 3° 30', speed of spindles should be 1,300 r.p.m. Loan 157; U.S. source. IL#98916/DLF-157/61. Ref. 4 (30)/62-AID-II. Bid deadline Dec. 4. J.K. Rayon, Kamla Tower, Kanpur.

■ Roller veneer dryer, with 5 heating sections, each 5' 3" long, with one 6' long open feed section, one 5' 3" long cooling section, complete with electric motors, standard equipment, working width desired 14' 6", number of trucks 3, machine should be equipped with infinitely variable speed drive. Loan 157; U.S. source. IL#989575/DLF-157/61. Ref. 4 (73)/62-AID-II. Bid deadline Dec. 8. Assam Forest Products Pvt., Ltd., 35 Chittaranjan Ave., Calcutta 12. Cable: FORPLY, Calcutta.

Iran

■ Machinery, equipment for metal forming, degreasing, phosphatizing, paintshop, assembly line, test room and quality control, power generation, workshop, maintenance. Loan 89; U.S. source. Bid deadline Dec. 1. Sherkat Sahami Karkhaneh Philver, Maidan Ferdowsi, Tehran. Cable: INMIDEL, Tehran. Subborrower from Industrial & Mining Development Bank of Iran, where interested suppliers may communicate. ★

Israel

Equipment, machinery for olive processing, packing plant to be erected with annual cap. of 2,000 metric tons; requests proposed layouts of factory, type of containers. Regional Enterprises Bikat Beit-Shean, Ltd. (corporation), Beit Shean or company's technical manager, H. Altbach, 82 Weizmann St., Tel Aviv. WTD 6/6/61.

■ Fly screen loom No. 239, 48" with special steel shaft warp drum with steel spacing rings for weaving meshes 12, 14, 16, 18 per in., 800 heads, 1 reed No. 16, bobbin winder. Loan 28; U.S. source. S/A 2271217. Bid deadline Nov. 30. Government of Israel Supply Mission, 850 Third Ave., New York 22 (Attention: M. Hans). Tender should refer to S/A number, be prepared on basis of f.a.s. U.S. port of exit, with delivery desired by Jan., prices itemized and show both trade and cash discounts. Suppliers may devise own forms, in duplicate, for submitting tender to buyer.

Korea

■ Purchase of machinery for dyeing, finishing plant postponed indefinitely until further notice. Invitation DLF 2103-P. Loan 94; worldwide. Office of Supply, Government of Republic of Korea, Seoul. (INTERNATIONAL COMMERCE, Oct. 8, p. 90.)

Lebanon

■ Water distiller output 100/200 l. per hour; water demineralizer, cap. between regeneration, 1,500 l.; complete installation for production of intravenous solutions, cap. 250-500 l. per day, with tanks for dissolutions, filters, pumps, liquid filling machine; cylindrical sterilizer, diam. 90 cm. L-200 cm.; labeling machine, output 1,200 per hour; folding machine for packing, output 1,500-2,500 pieces per hour; machine for filling, sealing hard gelatine capsules output; double jacqueted tank for melting ointment material; ampoule filling, sealing machine; boiler output 1,500 kg. per hour; bottles, vials washing machine. Loan 99; worldwide. Middle East Pharmaceutical & Industrial Co. (MEPHICO), S.A.L., P.O. Box 4175, Beirut, where interested suppliers should apply for further information.

Libya

Complete factory, equipment for manufacture of wet cell automotive batteries, all sizes; prepared to pay for goods with straight irrevocable letter of credit but interested in Eximbank financing for large installation. Muhammad Al Masri (merchant), 248 Giaddat Omar Mukhtar, Tripoli. WTD 10/24/62.

Malaya

Mixing machine, 10, 12, 20 gal. size, stainless steel bowls, 220/30 v. a.c. current, 50 c. of slowest revolution, to mix paste-consistency materials for cosmetics industry. Wah Seng Trading Co. (import, wholesaler, exporter, retailer, commission agent), 403 Chulia St., Penang.

Philippines

★★ Cane-cutting machine, Direct purchase. Eusebio, Inc., San Carlos City, Negros Oriental. NCIA. I.R.-19.

★★ Feed-making machinery for manufacture of fish feeds for fish farms. Direct purchase. Dr. Antonio A. Lizares Co., Inc., Lupit & High School Subdivision, Bacolod City. I.R.-70.

★★ Chainsaws, 60" and up. Agency only. Solex Tool Corp., 355 Barraca, Binondo, Manila. WTD 8/15/49. I.R.-39.

★★ Netting machine for manufacture of fish nets; icemaking machine with 1-ton-day capacity; shark oil processing machinery with 1-ton-week capacity. Direct purchase. P. Y. Arriola & Sons Co., Sanciangko St., Cebu City. NCIA. I.R.-31.

★★ Machinery for manufacture of venetian blinds. Direct purchase. Belleza Enterprises, 395 A Colon St., Cebu City. NCIA. I.R.-25.

★★ Plastic laminating machinery sought by office equipment supplier. Direct purchase. Alfredo G. Tayo, Sr., 117 Ledesma St., Iloilo. NCIA. I.R.-69.

Sweden

Machinery, equipment for leather goods industry, including shoe manufacturing, repairing machines. AB H. Brunner (importer, wholesaler, sales agent), 21 Tunnelgatan, Stockholm 1. WTD 8/23/62.

Taiwan

● Machinery for plastics manufacturing plant: 2 calender rolls, 30" x 90", 24" x 72"; 3 sets mixing rolls equipment, 2 26" x 84" rolls, 1 26" x 72" rolls; 1 3A Banbury type heavy mixer; all above with electric motors 150-300 hp., accessories; 1 300 kv.-a. transformer; 1 injection molding machine 60-75 oz./shot, 90-100 kg./hrs., 1 fork lift truck, 2,000 kg. Tender IDA/CDC6, bid deadline Dec. 6. Nan Ya Plastics Fabrication Co., Ltd., Taipei. ★ (WO 7-5589.)

Venezuela

Machinery for manufacturing concrete pipe from 6-124" diam. in approx. lengths 3-6'. Maquinarias Mendoza C.A. (importing distributor), 363 Ave. Sucre, Caracas. WTD 11/22/61.

Small woodworking machinery; requests replies in Spanish. Sociedad de Agricultures de Canamelar de Lara y Yaracuy, C.A. (importing distributor, agent), Carrera 22 y Calle 24 23-110, Barquisimeto, Estado Lara. WTD 10/8/62.

356 General Industrial Machinery, Equipment

France

Folding, stitching machines, cardboard fastening machines; requests replies in French. Direct purchase and agency. Société de Construction d'Outillage Moderne-ScoMM (manufacturer), 8 rue des Gardinoux, Aubervilliers (Seine).

India

● Boiler feed pumps, 8, for Durgapur Thermal Power Station, III unit. Tender PE-Spec-127, bid deadline Jan. 2. Copy of specifications available from Controller of Purchase & Stores, Damodar Valley Corp., Anderson House, Alipore, Calcutta 27, for $15.75 per set, airmail charge about $7.15. No extension of time allowed. ★ (WO 7-5589.)

■ Ball, roller, taper bearings, including needle roller bearings of restricted sizes, S.K.F. 51209, 51111, 5116, 51120, 51306, 51109, 51310, 5114, 6303, 6202, RLS4, 1305, 2511, 6202-2 RS. Loan 217; U.S. source. IL A - 592509/61/AU. DW/CCI/HQ/RM/L.II.A/DLF/P&T. Deadline Dec. 3. Kalinga Tubes, Ltd., 33 Chittaranjan Ave., Calcutta 12.★

Israel

■ Ingersoll-Rand, or equal, Gyro-Flo portable rotary compressor on 4 pneumatic wheels, type DR-600, cap. 600 cfm f.a.s. working pressure 100-110 p.s.i., Ingersoll-Rand, or equal, U.S.-made jackhammer, type 3-30; Ingersoll-Rand, or equal, jackhammer, type 3-40, 2; Ingersoll-Rand, or equal, paving breaker, type P88-A, 4; Ingersoll-Rand, or equal, air-driven bench grinder for dressing carset bits, siz 4B-31. Loan 28; U.S. source. S/A I/L 2750735. Bid deadline Nov. 26. Government of Israel Supply Mission, 850 Third Ave., New York 22. Attention: M. Hans. Tenders should refer to S/A number, be prepared on basis of f.a.s. U.S. port of exit, delivery desired by Jan., 1963, with prices itemized, showing both trade and cash discounts. Suppliers may devise own forms, in duplicate, for submitting tender to buyer.

New Zealand

● Portable compressors, 5, 170-75 c.f.m. f.a.d. at 100 p.s.i.g., diesel engine, 2 wheel pneumatic tires. Tender S.M.Q. 8912 P.W. 78/4. Bid deadline Nov. 27. Copies available from New Zealand Senior Trade Commissioner, 1145 19th St., NW., Washington 6, D.C. Store Manager, Ministry of Works, P.O. Box 8024, Wellington. ★ (WO 7-5589.)

Pakistan

■ M-700-60 monitor packaged boiler, for operation from Sui-gas; diesel pumping sets, 1, 2, 3 hp.; sealed condensing compressor motors of ¼, 1/3, ½, ¾, 1 hp. for various applications; machinery for manufacturing different refrigerator parts; components, accessories; construction machinery; machinery for manufacturing cabinets for refrigerators, water coolers, water heaters, air conditioners. Loan 53; U.S. source. IL#215746. Credit amount $5,880. Bid deadline Dec. 5. Haiee Dawood & Co., Central Hotel Bldg., Victoria Rd., Karachi. Cable: IDRHUM.

■ Air compressors; spare parts for 2-stage air compressors, No. 50641; concrete vibrators; various spares for concrete vibrators; spare parts for liquid separator; spare parts for heavy duty twin cylinder ammonia compressor. Loan 53; U.S. source. IL#175401. Credit amount $36,750. Bid deadline Dec. 3. William Jacks & Co., Ltd., 5 West Wharf Rd., Karachi. Cable: ASTOAR, Karachi.

Sweden

Air filters for ventilation of industrial commercial premises, similar application. Bernt Wahlstrom AB (manufacturer, wholesaler, sales agent), 53 Kornhamnstorg, Stockholm. WTD 8/20/62.

357 Office, Computing, Accounting Machines

Philippines

★★ Typewriters, used; mimeograph machines. Direct purchase or agency. Alfredo G. Tayo, Sr., 117 Ledesma St., Iloilo. NCIA. I.R.-69.

358 Service Industry Machines

Australia

Food preparation equipment for snack bars, grills. Direct purchase and agency. Peerless & Ericsson Pty., Ltd. (manufacturer's agent, importer), 476 Crown St., Surry Hills, Sydney. WTD 6/13/62.

France

Refrigerating equipment for hotels, restaurants. Direct purchase and agency. Cie. Intercontinentale de Material Frigorifique (importing distributor), 103 rue La Fayette, Paris 10. WTD 10/10/62.

Low temperature refrigerating compartments; requests replies in French. Direct purchase and agency. Unigel (agent), 8 pl. Vendôme, Paris 1.

Iraq

Domestic air conditioners. Direct purchase and agency. Ali Al-Najafi (importer, wholesaler, retailer), Abid Ali Al-Hindi Bldg., Rashid St., Baghdad. WTD 10/19/62.

Norway

Humidifiers for offices, warehouses, industrial buildings; current 220 v. 50 c. Direct purchase and agency. A/S Moderne Kjoling (importing distributor), 42 Wdm. Thranesgate, Oslo. WTD 8/31/62.

Philippines

★★ Steam laundry, drycleaning equipment for industrial use. Direct purchase. Jose Tan Yaotin, 354 Manalili St., Cebu City. I.R.-33.

Venezuela

Scales, vending machines; requests catalogs, and c.i.f. prices at La Guaira, D.F. Direct purchase and agency. Importaciones Dacca (importing distributor, manufacturer's agent), Edificio Guarimba, Piso 10, Oficina 107, Ave. Francisco Miranda, Caracas. WTD 8/23/62.

361 Electric Transmission, Distribution Equipment

Australia

● Supply, delivery, maintenance of 12 220 kv. voltage transformers oil filled, outdoor type. Tender 62-63/153, bid deadline Nov. 26. Secretary, State Electricity Commission of Victoria, 22-32 William St., Melbourne, C.1, Victoria. ★ (WO 7-4242.)

Ceylon

● Transformers, accessories for grid substation. Tender OM/C & S/T/IIAS/5/62; bid deadline Jan. 8. Department of Government Electrical Undertakings, P.O. Box 540, Colombo. Firms interested in tendering should contact Chairman, Tender Board, Ministry of Agriculture, Land, Irrigation & Power, Galle Face, Secretariat, Colombo 1. Specifications for review only available in Room 4217, Department of Commerce, Washington 25, D.C. (WO 7-4242.)

India

● 1 manual polarograph with complete set of accessories, including 1 voltmeter, student's potentiometer, sliding rheostats, commutator switches. Tender SE-567/M, bid deadline Dec. 13. Director, India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C. ★ (WO 7-2312.)

Thailand

● Supply of 164 each 3 ph., 3 wire kw. hr. meter with demand register 120 v., 2.5(5) a., 50 c. a.c. Tender PDC-MEA-141, bid deadline Dec. 6. Metropolitan Electricity Authority, Chakrapetch Rd., Bangkok. ★ (WO 7-4242.)

Trinidad

■ Supply of single ph., 6,900/240-120 v. distribution transformers. Tender 579, bid deadline Dec. 19. Trinidad & Tobago Electricity Commission, 63 Frederick St., Port of Spain, Trinidad, W.I.

Specifications for review only in Room 4217, Department of Commerce, Washington 25, D.C. ★ (WO 7-4242.)

362 Electrical Industrial Apparatus

Ecuador

Electrical welders, 3 or 4, 600-800 a., complete unit, self-contained to include diesel generators; welding bars to weld standard steel plates, sufficient to permit welding of 21,000 m. length of ¼" steel plate; diesel generating sets, 2, 200-250 kv.-a. cap. each, 800-1,200 r.p.m., to include switchboard, controls; all to ASTM standards for bridges; telegraphic responses with price quotations c.i.f. Guayaquil requested. ORCISA-Oficina Tecnica Comercial Industrial S.A., Antonio Fernandez Salvador (importer, commission merchant), Edificio Guerrero Mora or P.O. Box 448, Quito. Cable ORCISA, Quito, WTD 9/1/61.

France

Molybdenum electrodes. Direct purchase and agency. Ets. L. Richoux (importer, exporter, commission agent), 22 cite Trevise, Paris 9.

Israel

Electric generators driven by gasoline, diesel engines. Direct purchase and agency. "Cable," Ltd., Manufacturers' Agents and Engineering Supplies (importer, distributor), 20 Haneemanim St. or P.O. Box 1328, Haifa. WTD 10/10/62.

Pakistan

■ Electrical motors, 440 v., 3 ph., up to ¾ hp., from 31-100 hp.; electrical motors, 220 v., single ph., fraction-1 hp.; electrical starters 440 v., 50 c., 3 ph., in various a.; electrical switch gears, 440 v., 50 c., 3 ph., 10-800 a.; electrical circuit breakers, 500 v., a.c., 3 ph., 50 c., 15-1,500 a., spare parts for above. Loan 53; U.S. source. IL#225651. Credit amount $5,250. Bid deadline Dec. 5. A. H. Ahmed & Co., 13-A Fadoo Bldg., Bunder Rd., Karachi 2.

Venezuela

Electric motors; requests replies in Spanish. Sociedad de Agricultores de Canamelar de Lara y Yaracuy, C.A. (importing distributor, agent), Carrera 22 y Calle 24 23-110, Barquisimeto, Estado Lara. WTD 10/8/62.

363 Household Appliances

France

Electric portable kitchen appliances, such as toasters, coffee machines, grills. Direct purchase and agency. Cie. Intercontinentale de Materiel Frigorifique (importing distributor), 103 rue La Fayette, Paris 10.

Electric household appliances except stoves, refrigerators. Direct purchase and agency. Unigen (importer, wholesaler), 29 cite d'Antin, Paris. WTD 10/10/62.

Iraq

Electrical household appliances, such as refrigerators, washing machines, air coolers. Direct purchase and agency. Ali Al-Najafi (importer, wholesaler, retailer), Abid Ali Al-Hindi Bldg., Rashid St., Baghdad. WTD 10/19/62.

Liberia

Refrigerators. Chicri Brothers, Inc. (general merchant; automotive sales, service), P.O. Box 109, Monrovia. WTD 10/4/62.

Norway

Domestic humidifiers; current 220 v., 50 c. Direct purchase and agency. A/S Moderne Kjoling (importing distributor), 42 Wdm. Thranesgate, Oslo. WTD 8/31/62.

364 Electric Lighting, Wiring Equipment

Sweden

Commercial, residential lighting fixtures. Direct purchase and agency. Annell International AB (exporter, sales agent), P.O. Box 12071, Stockholm 12. WTD 10/17/62.

365 Radio, Television Sets

France

High fidelity radio sets, tape recorders, record players. Direct purchase and agency. Audio Electronic International (manufacturer), 4 rue Montbrun, Paris 14. WTD 9/30/62.

Liberia

Radios. Chicri Brothers, Inc. (general merchant; automotive sales, service), P.O. Box 109, Monrovia. WTD 10/4/62.

366 Communication Equipment

Singapore

Radio, radar aids to navigation, aircraft telecommunications equipment; requests price quotations c.i.f. Singapore. International Aeradio (Far East), Ltd. (dealer, engineer), Singapore Airport, Paya Lebar, Singapore 19. WTD 10/12/62.

367 Electronic Components, Accessories

France

Microscopic, molecular, high temperature components of electronic, electrical equipment. Direct purchase and agency. Megex (importer, dealer), 105 Quai Branly, Paris 15. WTD 10/10/62.

Electronic fittings, devices, especially for ballistic instruments, rockets. Direct purchase and agency. Sofrinter (importer, dealer), 65 rue de la Victoire, Paris 9. WTD 9/11/62.

369 Miscellaneous Electrical Machinery, Equipment, Supplies

Liberia

Batteries for cars, trucks. Chicri Bros., Inc. (general merchant; automotive sales, service), P.O. Box 109, Monrovia. WTD 10/4/62.

370 Transportation Equipment

Singapore

Small size civil aircraft, civilian patrol boats; requests price quotations c.i.f. Singapore. Pan Malayan Investments, Ltd. (construction co.), 38-B Hong Kong St., Singapore 1. WTD 9/26/62.

371 Motor Vehicles, Accessories, Maintenance Equipment

France

Spare parts, ball bearings for transportation vehicles; requests replies in French. Comptoir de Specialites Mecaniques (importer, exporter), 39 ave. General Leclerc, La Garenne (Seine). WTD 9/7/62.

India

■ Motor vehicle parts required for Chevrolet trucks, Dodges, Ford V-8 trucks, model 1942-1955 trucks. Loan 217; U.S. source. IL#865476/DLF/61-EI/B. Ref. 60 (251)/62-AID(1). Bid deadline Dec. 7. Poona Automobiles, Laxmi Bldg., Kennedy Bridge, Bombay 4.★

Iraq

● Spare parts for 4 ton, 6 x 6 Diamond T trucks. Tender EME/22/1962, bid deadline Dec. 17. Spare parts, 6 ton, 6 x 6 heavy wrecker truck (Ward LaFrance & Kenworth). Tender EME/24/1962, bid deadline Dec. 19. Spare parts for Mack trucks, model LMSW, NM-5,6. Tender EME/19/1962, bid deadline Dec. 12. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad. Specifications, tenders available for $1.40 per set.

Mexico

Automotive parts for automobiles, tractors and trucks. Cia. Comercial Cimaco, S.A. (dealer), Esq. Hidalgo y R. Corona or Apartado Postal 84, Torreon, Coahuila. WTD 10/1/62.

Philippines

★★ Heavy trucks, truck parts; mostly used, reconditioned. Cebu United Marketing Co. (agency), 305 Manalili St., Cebu City. NCIA. I.R.-29.

★★ All types of automobile, truck spare parts. Automotive Parts & Equipment Co., Inc. (importer), Doña Natividad Bldg., 10 Quezon Blvd., Quezon City. I.R.-79.

Singapore

Automobile replacement parts on indent basis; requests brochures with specifications, price quotations c.i.f. Singapore. Companero Agencies (indent agent), 58A Jalan Besar, Room 42, or Queen St., P.O. Box 79, Singapore 8. WTD 10/19/62.

Uruguay

● 1 2-ton special truck for laying telephone networks. File 146877, specification 5367/62. Bid deadline Nov. 30. Administration General de las Usinas Electricas y los Telefonos del Estado. Copies of bid available at Embassy of Uruguay, 2362 Mass. Ave., NW., Washington, D.C.

Venezuela

Auto, truck spare parts. Direct purchase and agency. Roberto Iglesias C. (manufacturer's agent, wholesaler), Aptdo. 12005, 207 Calle Real de Pte. Hierro, Caracas. WTD 10/8/62.

Accessories, novelties for autos, trucks; requests replies in Spanish. Central de Cauchos Caracas, S.A. (importing distributor), 205 Calle Principal de Pte, Hierro, Caracas. WTD 10/8/62.

372 Aircraft, Parts

Germany

Spare parts for repairing aircraft equipment of U.S. origin. Internationale Fluggeraete und Motoren GmbH (manufacturer, importer, exporter, agent), 964 Weinheim a.d. Bergstr., P.O. Box 153. WTD 9/11/62.

Pakistan

Aircraft, spare parts, supplies. Direct purchase and agency. Aeronautical Equipment Co. (importing distributor, manufacturer's agent), 29 Badri Bldg., McLeod Rd., Karachi. WTD 6/9/61.

373 Ship, Boat Building, Repairing

France

Small pleasure motorboats preferably polyester runabouts. Direct purchase and agency. C. Ragot & Fils (Ets.) (wholesaler), 161 rue Guillaume-Leblanc, Bordeaux, Gironde. WTD 10/25/62.

Spare parts, ball bearings for boats; requests replies in French. Comptoir de Specialites Mecaniques (importer, exporter), 39 ave. General Leclerc, La Garenne (Seine). WTD 9/7/62.

Philippines

★★ 2 100-ton wood-hulled fishing boats. P. Y. Arriola & Sons Co., Sanciangko St., Cebu City. NCIA. I.R.-31.

Spain

Marine supplies, equipment; requests replies in Spanish. Mirambell y Millet, Ltda. (ship chandler, importer, wholesaler (retailer), Plaza de Compostela 11, Vigo. WTD 10/25/62.

375 Motorcycles, Bicycles, Parts

Philippines

★★ Bicycle spare parts, direct purchase. Cycle Supply Co., P.O. Box 64, Iloilo City. NCIA. I.R.-62.

381 Engineering, Laboratory, Scientific, Research Instruments

France

Laboratory apparatuses, all kinds. Direct purchase and agency. SOCAMED-Société d'Applications Medicales (importer), 8 rue Gros, Paris 16. WTD 10/9/62.

India

● 1 laboratory centrifuge model to work on a.c. 220/50 v., max. 3,000 r.p.m., 6 holes, head for 15 ml. and 35 ml. tubes. Tender SE-568/M, bid deadline Dec. 17. 1 jaw crusher for sampling purposes, size 2¼" x 3½" forced feed jaw crusher with motor drive (one hp.) with spares suitable to operate on 220 v. 50 or 60 c., single ph. Tender SE-566/M, bid deadline Dec. 13. 1 pulverizer, depth 22", width 9"; height 26", with motor working on 220 v., 50 or 60 c., single ph., 1/2hp., 1500/1800 r.p.m. Tender SE-566/M, bid deadline Dec. 13. Director India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C.

Israel

All kinds of engineering supplies other than construction equipment. Direct purchase and agency. "Cable," Ltd., Manufacturers' Agents and Engineering Supplies (importer, distributor, agent), 20 Haneemanim St. or P.O. Box 1328, Haifa. WTD 10/10/62.

Philippines

★★ Equipment for analyzing chemical content of fishmeal, related products, (Direct purchase). P. Y. Arriola & Sons Co., Sanciangko St., Cebu City. NCIA. I.R.-31.

Spain

Nautical instruments; requests replies in Spanish. Mirambell y Millet, Ltda. (ship chandler, importer, wholesaler, retailer), Plaza de Compostela 11, Vigo. WTD 10/25/62.

Sweden

Industrial, laboratory testing equipment, instruments. Kemikaliebolaget Kebo AB (importer, wholesaler, sales agent), Birger Jarlsgatan 120, Stockholm O. WTD 5/16/60.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

France

Electronic devices, maintenance, control, measuring. Direct purchase and agency. R.C.T.-Radio Constructions Tropicales (research office, manufacturer), 13 rue Daguerre, Paris 14. WTD 10/1/62.

India

● 2 torsion balances with jewel bearings, hardened steel pivots, magnetic damping cap. 500 mg., sensitivity of 1 mg. with 300 g. scale fitted with inset mirror to avoid parallax errors. Tender SE-569/M, bid deadline Dec. 17. Director, India Supply Mission, 2536 Mass. Ave., N.W., Washington 8, D.C.

Philippines

★★ Industrial thermometers. Distributorship. Solex Tool Corp., 355 Barraca, Binondo, Manila. WTD 8/15/49. I.R.-39.

383 Optical Instruments, Lenses

Philippines

★★ Camera lens for use in photostat process. Direct purchase. Alfredo G. Tavo, Sr., 117 Ledesma St., Iloilo. NCIA. I.R.-69.

386 Photographic Equipment, Supplies

Philippines

★★ Used movie theater equipment. Direct purchase or agency. Bacolod Real Estate Development Corp., Bacolod City. I.R.-72.

387 Watches, Clocks, Clockwork Operated Devices, Parts

Ireland

Clock systems: Master clocks to drive slave clocks, time recorders for normal requirements, shift work. Direct purchase and agency. Sound Systems, Ltd. (engineers). 11 Upper Liffey St., Dublin 1. WTD 10/26/62.

391 Jewelry, Silverware, Plated Ware

Sarawak

Stainless steel cutlery in box sets; requests catalogs, samples, price quotations c.i.f. Singapore or Kuching. Ting & Ting Supermarket (importing, retailing supermarket), P.O. Box 319, Tabuan Rd., Kuching. WTD 10/16/62.

394 Toys; Amusement, Sporting, Athletic Goods

Canada

Golf balls, low price, suitable for driving ranges. C.H.S. Garling, British Mercantile Co., Ltd. (importer, exporter, distributor, commission merchant), 720 West Hastings St., Vancouver 1, B.C. WTD 10/22/62.

Venezuela

Toys. Direct purchase and agency. Roberto Iglesias C. (manufacturer's agent, wholesaler), Aptdo. 12005, 207 Calle Real de Pte. Hierro, Caracas. WTD 10/8/62.

399 Miscellaneous Manufacturing Industry Products

France

Advertising equipment, devices of novelty character; requests replies in French. Direct purchase and agency. Affiches Gaillard (printer), 99 rue du Faubourg du Temple, Paris 10.

Germany

Floor scrubbing pads. N.W.G. Niederrheinische Werks-u. Gebaeudereinigungs GmbH (cleaning establishment, wholesaler), 24 Vom Rathstr., 41 Duisburg. WTD 10/18/62.

Liechtenstein

Interior decoration articles. Direct purchase and agency. Weberei Eschen AG (manufacturer, importer, exporter, sales agent), Postfach 23,560, Schaan. WTD 10/25/62.

Sweden

Novelties in display, decorative articles; requests price lists, advertising matter, samples if possible. Direct purchase and agency. Masini (importing distributor, manufacturer's agent), Horngatan 1, Norrkoping. WTD 8/21/62.

Venezuela

Advertising novelties, ashtrays, pins, pencils, ballpoint pens, screw drivers, brushes; requests prices c.i.f. Caracas, catalogs. Coin-operated machines, such as pinball machines, arcade equipment, bingo, bowling, shuffleboard machines; requests c.i.f. prices La Guaira, D.F., catalogs. Direct purchase and agency. Importaciones Dacca (importing distributor, manufacturer's agent), Edicifio Guarimba, Piso 10, Oficina 107, Ave. Francisco de Miranda, Caracas. WTD 8/23/62.

472 Arrangement of Transportation

Philippines

★★ Travel agent seeks U.S. correspondent in passenger, freight promotion. Top-Flite Travel Service, Inc. (Malate Branch), 1958 Taft Ave., Manila. I.R.-47.

509 Office Supplies

Congo (Leopoldville)

● Supply of thumbtacks, stamp pads, drawing rules, single rulers, sealing wax, rubber sponges. Specification 3432/17/62, bid deadline Dec. 1. Republic of the Congo, Ministry of Finances, General Supply Services, B.P. 3045, Léopoldville/Kalina. Copy of specification in French.★ (WO 7-4387.)

739 Business Services

Philippines

★★ Engineering firm seeks affiliate with U.S. industrial consulting firm. Inter-Island Machinery Co., Inc., Plaza Libertad, Iloilo City. NCIA. I.R.-54.

★★ Seeks wood handicraft designer on fee basis. Amon Trading Corp., 246 Buendia Ave., Makati, Rizal. WTD 10/60. I.R.-48.

781 Motion Picture Production, Distribution

Libya

Purchase or distribution of old sound movies, preferably cowboy type; will dub in Arabic language; only 35 mm. films. Direct purchase and agency for North Africa. Nasr Theatres Co. (cinema operator), P.O. Box 235, Sciara Mizda, Maidan Ashuhada, Tripoli.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

200 Food

Japan

Processed foods. Yamato Sangyo, Inc. (manufacturer, exporter, distributor), 14 Hosoe-cho, Shimonoseki-shi, Yamaguchi Prefecture. WTD 10/10/62.

203 Canning, Preserving Fruits, Vegetables, Seafoods

Netherlands

Red Alaska salmon, dried (Santa Clara) prunes. N.V. Agentuur-en Commissiehandel v/h P.C. Vis & Co. (importing distributor, commission merchant), 20-21 Prins Hendrikkade or P.O. Box 489, Amsterdam.

204 Grain Mill Products

Denmark

Spray starch. Thorning Madsen (agency), 146 Rodegaardsvej, Odense. WTD 10/30/62.

220 Textile Mill Products

England

Textiles, particularly plain and printed nylon piece goods, plain and printed cotton piece goods for lingerie, dress trades. Broban, Ltd. (manufacturer's agent), 521/22 Bank Chambers, 329 High Holborn, London, W.C.1. WTD 10/25/62.

Greece

Fabrics, woolen, cotton, and synthetic; woolen, nylon yarns; leatherettes (expanded vinyl) for upholstery, jackets. Hamio/H.N. Mionis, General Import-Export Trading Agency (sales agent), 15 Aghiou Markou St., Athens. WTD 10/29/62.

Spain

Nylon nets, thread, yarn. Mirambell y Millet, Ltda. (ship chandlers, importer, wholesaler, retailer), Plaza de Compostela 11, Vigo. WTD 10/25/62.

Sweden

Cotton fabrics, curtain, bedspread material of cotton, synthetic fibers; cotton home furnishing textiles. I. Levy & Co. (manufacturer's agent), Rattarens Vag 14, Danderyd. WTD 9/20/62.

221 Broad Woven Fabric Mill Products, Cotton

Norway

Canvas, coated canvas for tarpaulins. T. Boberg (manufacturer's agent), 14 Cort Adelersgate, Oslo. WTD 10/12/62.

222 Broad Woven Fabric Mill Products; Manmade Fiber, Silk

Germany

Synthetic fabrics, solid colors, prints. Arno Fuchs (sales agent), 35 Burgundenstr., 67 Ludwigshafen a.Rh.

Norway

Synthetic textiles suitable for coating with PVC. O. Braende (manufacturer's agent), 7 Professor Dahlsgate, Oslo. WTD 7/6/62.

225 Knitwear

Australia

Swimwear, beach shirts. Nevarda Shirt Co. (manufacturer), 101 Goderich St., Perth. WTD 7/23/62.

228 Yarn, Thread Mill Products

Netherlands

Elastic yarns containing no rubber, to

be used for sportswear. Exclusive distributorship. Albert Beyers N.V. (commission agent, importer), 39 Gasthuisstraat or P.O. Box 501, Tilburg.

229 Miscellaneous Textile Goods

France

Imitation leather for manufacture of shoes, leather goods. Megisserie du Thore (importing distributor), Usine de Rigautou, Mazamet, Tarn. WTD 10/30/62.

234 Women's, Misses', Children's, Infants' Undergarments

Norway

Women's, misses' underwear; medium-priced nightwear. R. L. Henriksen (manufacturer's agent), 4 Tollbodgaten, Oslo. WTD 9/13/62.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

England

Fallout shelters, portable buildings. F. M. Donachie & Son, Ltd. (manufacturer's agent), 1 Stockton Rd., Middlesbrough, Yorkshire. WTD 10/25/62.

France

Plywood. S.I.C.O.B. (manufacturer), Pas-des-Lanciers, B-d-R. WTD 10/30/62.

259 Miscellaneous Furniture, Fixtures

Italy

Slats, other parts, accessories for venetian blinds. Niko N. Calef (importer, sales agent), Viale Parioli 59, Rome. WTD 10/18/62.

264 Converted Paper, Paperboard Products

England

Wallpapers, wall coverings; high quality. E. Eaton Wholesale, Ltd. (manufacturer's agent), 22 Ovington Mews, London, S.W.3. WTD 10/25/62.

266 Building Paper, Building Board Mill Products

France

Fiberboards. S.I.C.O.B. (manufacturer), Pas-des-Lanciers, B-d-R. WTD 10/30/62.

280 Chemicals, Related Products

Pakistan

Chemicals, paints for aircraft industry. Aeronautical Equipment Co. (importing distributor, manufacturer's agent), 29 Badri Bldg., McLeod Rd., Karachi. WTD 6/9/61.

281 Industrial Chemicals

France

White pigments, such as bioxide of titanium, cadmium color, iron oxide, other raw materials for paint, varnish industry. Comptoir des Mineraux & Matieres Premieres (importing distributor), 45 rue de Leningrad, Paris 8. WTD 2/3/61.

Sweden

Industrial chemicals. Thurne Trading AB (importer, sales agent), Drottninggatan 15, Stockholm C. WTD 10/5/62.

282 Plastics Materials, Synthetic Resins, Rubber, Other Man-made Fibers

France

Plastic materials for manufacture of shoes, leather goods. Megisserie du Thore (importing distributor), Usine de Rigautou, Mazamet, Tarn. WTD 10/30/62.

Norway

Resins for blow molding, injection molding. Gunnar Gronneberg (manufacturer's agent, importing distributor), 15 Kongensgate, Oslo. WTD 10/8/62.

283 Drugs

Sweden

Raw materials for drug, pharmaceutical industry. AB Nomos (wholesaler, sales agent), Vastergatan 35, Malmo. WTD 10/3/62.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

Denmark

Hairsprays, other cosmetics, especially in aerosol containers; oven cleaner in spray cans. Thorning Madsen (agency), 146 Rodegaardsvej, Odense. WTD 10/30/62.

Sweden

Raw materials for cosmetics industry. AB Nomos (wholesaler, sales agent), Vastergatan 35, Malmo. WTD 10/3/62.

285 Paints, Varnishes, Lacquers, Enamels

Sweden

Raw materials for paint, varnish industry. AB Nomos (wholesaler, sales agent), Vastergatan 35, Malmo. WTD 10/3/62.

291 Petroleum Refining Products

Sweden

Machine oils, drilling oils; requests samples. AB Wahlen & Block (wholesaler, retailer), Fack, Stockholm 1. WTD 10/22/59.

307 Miscellaneous Plastics Products

Italy

Semifinished, finished plastics products used in house construction; plastic furnishings, accessories for homes; particularly patented items. Exclusive agency for Italy or for central and southern Italy. Dottor Mario Padovani (agent), 34 Corso d'Italia, Rome.

311 Leather Tanning, Finishing Products

Austria

Leather of all kinds for footwear industry, industrial purposes such as straps, driving belts, packings, gaskets, pumps; leather for clothing industry, upholstery purposes, for manufacturers of suitcases, bags, purses; artificial leather of all kinds. W. Lichtenegger & Co. (importer, wholesaler, agent), Vienna II, Grosse Mohrengasse 4.

327 Concrete, Gypsum, Plaster Products

England

Fallout shelters, portable buildings of artificial stone. F. M. Donachie & Son, Ltd. (manufacturer's agent), 1 Stockton Rd., Middlesbrough, Yorkshire. WTD 10/25/62.

Pakistan

Concrete mixtures. Aeronautical Equipment Co. (importing distributor, manufacturer's agent), 29 Badri Bldg., McLeod Rd., Karachi. WTD 6/9/61.

329 Abrasive, Asbestos, Miscellaneous Nonmetallic Mineral Products

England

Fallout shelters, portable buildings of asbestos. F. M. Donachie & Son, Ltd. (manufacturer's agent), 1 Stockton Rd., Middlesbrough, Yorkshire. WTD 10/25/62.

342 Cutlery, Handtools, General Hardware

Mexico

Stock handtools, builders' hardware. Carlos Guerra Y. (wholesaler), Priv. Sierra Madre 960 Sur, Colonia Obispado, Monterrey, Nuevo Leon. WTD 10/31/62.

Pakistan

Workshop equipment. Unimpex (importer, wholesaler, exporter, manufacturer's agent), 19 Writers Chambers, Dunolly Rd., or P.O. Box 5204, Karachi. WTD 3/13/61.

343 Heating Apparatus, Plumbing Fixtures

France

Heating equipment; requests replies in French. Ceni (commission merchant), 29 rue Bleue, Paris 11. WTD 6/12/62.

344 Fabricated Structural Metal Products

England

Fallout shelters, portable buildings of steel, aluminum; building trade products such as rollover doors. F. M. Donachie & Son, Ltd. (manufacturer's agent), 1 Stockton Rd., Middlesbrough, Yorkshire. WTD 10/25/62.

353 Construction, Mining, Materials Handling Machinery, Equipment

England

Building trade machinery, equipment. F. M. Donachie & Son, Ltd. (manufacturer's agent), 1 Stockton Rd., Middlesbrough, Yorkshire. WTD 10/25/62.

France

Equipment and machinery, small and medium duty, for public works and building contractors, including bulldozers, scrapers, diggers with tread trucks, cranes, hoists, compressors, concrete mixers, related lines; modern equipment of good quality desired. Agency for France or section thereof. Raymond Pommier (sales agent), 34 rue Gaston-Gaillard, Lagord, Charente-Maritime. WTD 10/16/62.

Israel

Fuel liquid handling equipment such as filtration, measurement. Sella Investment-Equipment Agencies, Ltd. (manufacturer's representative), 3 Hashfela St. or P.O. Box 20053, Tel Aviv. WTD 4/20/62.

Pakistan

Cranes, road rollers. Aeronautical

Equipment Co. (importing distributor, manufacturer's agent), 29 Badri Bldg., McLeod Rd., Karachi. WTD 6/9/61.

Sweden

Small hydraulic lifters; industrial hydraulic cranes, hoists; requests price lists, advertising material. Maskinaktiebolaget K.W. Hagelin & Co. (manufacturer, retailer, wholesaler, manufacturer's agent), P.O. Box 69, Solna 1. WTD 8/21/62.

354 Metalworking Machinery, Equipment

France

Medium, small sized machines, tools requiring foundry, general mechanics workshop to produce. Ets. Chenesseau & Cie. (manufacturer), 33 Faubourg Bourgogne, Orleans (Loiret).

Pakistan

Portable electric workshop equipment. Unimpex (importer, wholesaler, exporter, manufacturer's agent), 19 Writers Chambers, Dunolly Rd., or P.O. Box 5204, Karachi. WTD 3/13/61.

Sweden

Electric handtools, appliances for hobby work, preferably in lower price brackets. Berg & Nycander (sales agent), Triewaldsgrand 1, Stockholm C.

Machine tools, particularly cutting and jig boring machines, lathes, grinders and polishing machines, bolt and nut machinery. Inter-Impex C.T. Eriksson AB (importer, wholesaler, sales agent), 17 Saltsjovagen. Lidingo 3. WTD 8/27/62.

355 Special Industry Machinery

Sweden

Equipment for chemical industry, particularly rubber, plastic processing machinery, equipment. Thurne Trading AB (importer, sales agent), Drottninggatan 15, Stockholm C. WTD 10/5/62.

356 General Industrial Machinery, Equipment

Canada

Tapered, roll antifriction bearings, good quality; requests replies from manufacturers only. Mr. Philpot, Michael Craig & Associates (manufacturer's agent), 422, 837 West Hastings St., Vancouver 1, B.C. WTD 12/14/61.

Israel

Portable compressors, gasoline drive, rotary type, up to 600 c.f.m. Exclusive agency. Lopat, Ltd. (importer, commission merchant), 31 Rothschild Blvd. or P.O. Box 1264, Tel Aviv. WTD 3/23/60.

Pakistan

Industrial, agricultural water pumps, deep well pumps, centrifugal pumps. Aeronautical Equipment Co. (importing distributor, manufacturer's agent), 29 Badri Bldg., McLeod Rd., Karachi. WTD 6/9/61.

Centrifugal pumping sets. Unimpex (importer, wholesaler, exporter, manufacturer's agent), 19 Writers Chambers, Dunolly Rd., or P.O. Box 5204, Karachi. WTD 3/13/61.

360 Electrical Machinery, Equipment, Supplies

Pakistan

Electrical cables, switch gear, circuit breakers, panels, generators, electronics, related equipment. Aeronautical Equipment Co. (importing distributor, manufacturer's agent), 29 Badri Bldg., McLeod Rd., Karachi. WTD 6/9/61.

Electrical equipment, electric motors, starters, switch fuses. Unimpex (importer, wholesaler, exporter, manufacturer's agent), 19 Writers Chambers, Dunolly Rd., or P.O. Box 5204, Karachi. WTD 3/13/61.

362 Electrical Industrial Apparatus

Israel

Wind electric current generators for lighting, instrumentation; requests descriptive literature, prices, delivery terms. Sella Investment-Equipment Agencies, Ltd. (manufacturer's representative), 3 Hashfela St. or P.O. Box 20053, Tel Aviv. WTD 4/20/62.

364 Electric Lighting, Wiring Equipment

France

Household, industrial lighting fixtures; requests replies in French. Electrerard (importer, wholesaler), 31 rue du Pot-de-Fer, Orleans (Loiret). WTD 8/29/61.

Fluorescent lighting equipment; requests replies in French. Ceni (commission merchant), 29 rue Bleue, Paris 11. WTD 6/12/62.

367 Electronic Components, Accessories

Sweden

Electronic components, such as capacitors, resistors, switches, semiconductors, related electronic equipment. AB Ulrich Salchow (importer, wholesaler, sales agent), 45 Framlingsvagen, Hagersten. WTD 10/4/62.

371 Motor Vehicles, Accessories, Maintenance Equipment

Pakistan

Spare parts for U.S. military, civilian vehicles. Aeronautical Equipment Co. (importing distributor, manufacturer's agent), 29 Badri Bldg., McLeod Rd., Karachi. WTD 6/9/61.

381 Engineering,Laboratory, Scientific, Research Instruments

Sweden

Technical drawing equipment. Teknorit (importing distributor, manufacturer's agent), 102 Birger Jarlsgatan, Stockholm Va. WTD 9/20/62.

384 Surgical, Medical, Dental Instruments, Supplies

Norway

Stainless steel hospital equipment such as service carts, wheel stretchers, slop basins, sinks, sterilizers, steam and electric, for instruments, bed pans; dispensers, for distilled water, soap, alcohol. John F. Nilsson (importing distributor, manufacturer's agent), 3 Mollergaten, Oslo. WTD 10/19/62.

Sweden

Surgical scrub; aerosol spray for medical use; disposable syringes, needles, catheters, gloves, plasticware for hospitals. Cameco (manufacturer's agent), Tors Vag 9, Danderyd.

394 Toys

Italy

All types of toys, games, particularly novelties; requests illustrative material, price lists, c.i.f. Italian port. Agency for Italy. Mario Putti (sales, indent agent), 30 Salita de' Crescenzi. Rome. WTD 11/27/59.

395 Office Materials

Sweden

Office drawing equipment. Teknorit (importing distributor, manufacturer's agent), 102 Birger Jarlsgatan, Stockholm Va. WTD 9/20/62.

399 Miscellaneous Manufacturing Industry Products

France

Display equipment, accessories, gadgets. Decoration & Publicité Yves Betin (decoration, fair stands), 37 rue des Thermopyles, Paris 14. WTD 6/15/62.

509 Miscellaneous Wholesale Products

Austria

Leather, rubber scrap, remnants of all kinds; requests replies in German. Michael Kupfer, Inhaber Helmut Kupfer (importer, wholesaler), Kleine Mohrengasse 3, Vienna II.

Leads for Importers

Commodities are offered direct unless specified.

199 Commercial Farm Products

Viet-Nam

Monkeys (genus Macaco). Codimmex (Viet-Nam Thuong Quan) (importer, exporter, shipping agent), 97 dai lo Ham Nghi, Saigon. WTD 10/18/62.

204 Prepared Feeds for Animals, Fowls

Malaya

Feed additives or feed premixes, including vitamins, antibiotics, mircominerals; packed in 50-lb. multiwall paper bags. Zephyr Chemical Feedstuffs, Ltd. (manufacturer), Lot 4, Jalan Kilang, 215 Petaling Jaya, Selangor. WTD 5/24/62.

209 Miscellaneous Food Preparations

India

Tea. Direct or through agents. Tandan Bros. (exporters), 3 Sukhlal Jahuri Lane, Calcutta 7. WTD 3/6/62.

Malaya

Soybean oil meal, 45-50% protein feed-grade; up to 50 metric tons monthly; packed in gunny bags. Zephyr Chemical

Feedstuffs, Ltd. (manufacturer), Lot 4, Jalan Kilang, 215 Petaling Jaya, Selangor. WTD 5/24/62.

Philippines

Crude lumbang oil, 50-70 drums monthly; crude castor oil, 100-500 drums monthly. Asia Oil Industries (manufacturer, wholesaler, importer), National Highway, Mandawe, Cebu. WTD 9/17/62.

229 Textile Goods

France

Cotton fabrics woven dyed for sport shirts; linen fabrics for women's dresses. Direct or through agent. AFINOR, Association Française D'Industriels du Nord (exporter), 63 rue du Faubourg de Bethune, Lille (Nord). WTD 11/9/61.

241 Logging Camp Products

France

Hydraulic giant clipper capable of cutting trees up to 500 mm. diam., in 6". Agence Générale Industrielle (manufacturer), 315 rue de Metz, Paris 10e. WTD 3/1/62.

283 Pharmaceutical Preparations

France

Pharmaceutical products, patented specialties for treatment of gastrointestinal diseases, liver complaints, aerophagia, related ailments; sold under trade names Normo-Gastril, Ergepatine, Diurobil, Polytonyl, Bi»pausine, Sedarthril; in compressed effervescent tablets, liquid form. Union de Pharmacologie Scientifique Appliquee (Laboratoires U.P.S.A.), (manufacturer), 1 bis rue Laulanie, Agen, Lot-et-Garonne. WTD 10/29/62.

284 Perfumes, Cosmetics, and Other Toilet Preparations

France

Perfumes; deluxe, standard quality. Direct or through agent. Société Marquay, 45 ave. de l'Opera, Paris. Photographs, price list. ★

285 Paints, Varnishes, Lacquers, Enamels

Germany

Automobile paints; can, tin lacquers; paints, enamels for rail, road vehicles; special varnishes for containers of food, other products. Direct or through agent. Bonaval-Werk, Balkenhol-Soehne GmbH. (manufacturer), Brohler Strasse 2-20, Bonn/Rhein. WTD 2/19/59.

355 Special Industry Machinery

Argentina

High-type-typographic numbering machines, up to 500 units monthly, 1st class, steel with engraved figures, depressable zeros for forward or backward numbering; automatic numbering machines, up to 250 units monthly, 1st class, nickel-plated iron base, 6 engraved steel wheels, four gears. Grafex S.A., Grafica Comercial Industrial y Financiera (manufacturer), Garay 125, Buenos Aires. WTD 11/27/62.

371 Motor Vehicle Parts, Accessories

France

Automobile shock absorbers for European cars. Ets. Allinquant (exporter, wholesaler), 610 rue Olier, Paris 15e. WTD 8/17/62.

393 Musical Instruments, Parts

Pakistan

Vellum drumheads (calf skin). Davidson & Co. (manufacturer), Raja Bazar St., Sialkot City. WTD 10/2/62.

505 Farm Products, Raw Materials

France

All kinds of sheep, goat skins; tanned or entirely processed for shoe, leather goods industries; can export 15,000-20,000 doz. annually. Direct or through agent. Megisserie du Thore (manufacturer), Usine de Rigautou, Mazamet, Tarn. WTD 10/30/62.

Morocco

Hides, skins; goat, sheep, calf. Labboz Freres S.A. (tannery), 1 rue Carcopino, Casablanca. WTD 1/19/60.

559 Marine Dealer Products

Germany

Yachts (new or secondhand), boats; sailing, motor yachts, rowboats of wood, steel, fiber glass, special boats for sports fishing. Heinr. Gerhd. Fisser (commission merchant), 15 Gruenbergstrasse, Bremen. WTD 10/17/62.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

Austria

Dr. Richard Lehrner and Alois Noisser, representing Gebauer & Lehrner, Armaturenfabrik (manufacturer of heat regulating valves), 64-66 Herzgasse, Vienna X, interested in U.S. plants manufacturing **brass fittings** for installation purposes; also technical know-how and information on sales management and in visiting plants of similar production program and size; offers similar services to visiting U.S. businessmen or plant managers in Austria. Nov. 28 via New York for 3 weeks; c/o U.S. Department of Commerce Field Office, 350 Fifth Ave., Empire State Bldg., New York 1. Itinerary: New York; Buffalo; Detroit; Chicago; Lafayette, Ind; Washington.

France

Jacques Bram, representing Paris Pantalons, 23 rue de Turenne, Paris 4e, interested in exporting to U.S. **textile piece goods** for use in manufacturing men's trousers. Oct. 25 via New York for 1 month; c/o Abraham Bram, 49-43 North Kenmore Ave., Chicago. Itinerary: New York, Chicago, Buffalo.

India

P. Bajaj, representing Bajson Traders, 9, Mohatta Market, Palton Rd., Bombay 1, interested in contacting importers and distributors of **handicrafts, mica, textiles** (handloom), and **tobacco** (especially cigar filler). Nov. 30 via New York for 1 month; c/o Piper Brace Sales Corp., 811 Wyandotte St., Kansas City 5. Itinerary: Boston, New York, Pittsburgh, Chicago, St. Louis, Kansas City, Salt Lake City, Las Vegas, Los Angeles, San Francisco.

R. C. Jain, 7-A Rajpur Rd., Delhi 8, representing P.S. Ball Bearing Co. and P.S. Jain Motor Co. (Punjab) Pvt., Ltd., interested in U.S. collaboration for manufacture of **ball gearings, taper roller bearings,** and **thrust bearings.** Nov. 25 via San Francisco for 2 weeks; c/o Indian Embassy, 2107 Mass. Ave., NW., Washington, D.C. Itinerary: San Francisco, Chicago, Detroit, Cleveland, Washington, New York.

S. Sundra, representing Electronics, Ltd., Connaught Pl., New Delhi, interested in obtaining private U.S. capital and technical collaboration to establish joint ventures for production of **wireless and electronic equipment, automotive ancillaries,** and **light engineering goods.** Nov. 11 via New York for 3 weeks; c/o Statler Hilton Hotel, 7th Ave. & 33d St., New York. Itinerary: New York, Detroit, Chicago, Dallas.

Japan

Genzo Kosugi, President, Kosugi Shoji K.K.; Bukkoji-agaru, Muromachi-dori, Shimokyo-ku, Kyoto, interested in studying U.S. techniques in **quilting** and **mattress manufacturing;** also possible technological licensing agreements. Oct. 27 via Los Angeles for 1 month; c/o Seibu Department Store, Los Angeles; or c/o Nissho American Corp., 80 Pine St., New York 5. Itinerary: Los Angeles, San Francisco, New York.

Nigeria

George Menelas Rokas, representing International Equitable Association, Ltd., P.O. Box 282, Aba, Eastern Nigeria, interested in manufacture of **soap** and **detergents,** and **processing equipment** for **soapmaking.** Nov. 26 via New York for 1 month. Itinerary: New York, Chicago, Washington, New Orleans.

Norway

Erik Tandero, Managing Director, C. Tennant Sons & Co., 27 Tollbugaten, Olso, interested in representing manufacturers of **paint additives.** Nov. 15 via New York for 1 month; c/o Norwegian Silver Corp., 290 Madison Ave., New York 17. Itinerary: New York, possibly other cities.

Pakistan

Shaikh Mohammed Shafi, representing Kohinoor Plastic Works, Karachi, and Universal Exporters, Dacca 21/B, Khalil Yasin Market, Saleh Mohd St., Karachi, interested in importing **thermoplastic molding compounds, coal tar dyes** and **chemicals,** and exporting **hides** and **skins,** especially reptile skins; also technical information on manufacture of plastic goods, particularly plastic extrusions. Nov. 2 via New York for 1 month; c/o Pakistan Consulate General, 12 E. 65th St., New York 21. Itinerary: New York, Washington, Canton, Chicago, San Francisco, Los Angeles.

South Africa

Sydney Hoffman, 206 Burleigh House, 24 Barrack St., Cape Town, representing S.A. Woollen Mills, Ltd., Hex River Textiles, Ltd., Cosmo Shoes Pty., Ltd., and Fletchers Foods, Ltd., interested in exporting to U.S. African **curios, leather clothes, foodstuffs, woolens, blankets, base minerals, men's and ladies' footwear.** Nov. 11 via New York for 5 months; c/o American Hotel, 7th Ave. & 52d St., New York; 1336 Midvale Ave., Los Angeles 24. Itinerary: Chicago, San Francisco, Detroit, Cincinnati.

Construction Projects

Supplementary information on items followed by (★) and on NATO projects is available to U.S. firms domiciled in the United States from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-4674 in Washington.

U.S. firms not already certified to participate in NATO bidding should send a résumé of their qualifications to the Trade Opportunities Staff, as described in the brochure on the NATO international competitive bidding program, available from that division.

A list of heavy construction projects and a list of building projects published during the second quarter of 1962 is available on loan. ★

ETHIOPIA—Plans being prepared for construction of Ethiopian **hydroelectric power station,** downstream from Koka dam near Addis Ababa. Elektrizitats-Aktiengesellschaft Vorm Lahmeyer, Guillette Strasse, Frankfurt, consulting engineers, to be awarded contract for design of proposed dam and hydroelectric power station on Awash River. German Federal Republic to finance design and engineering phase. Actual construction probably to be IBRD financed. Tenders for machinery, equipment to be issued in about 3-4 months, contracting services 6-8 months.

GREECE—Communications project, estimated cost over $165,000, open to U.S. bidders under NATO international competitive bidding procedure. Project calling for supply, installation in buildings at Larissa of HF/5kw./SSB **radio equipment** consisting of 3 HF/5kw,/SSB transmitters, 4 UHF HF/SSB transceivers with antennas. Work scheduled for completion within 18 months of contract signing. Bid deadline Jan. 9. Address General Air Staff, Ministry of National Defense, Directorate C4, 9 Lycurgus St., Athens, as soon as possible. Copy of bid announcement available on loan from Trade Opportunities Staff, BDSA 111, Department of Commerce, Washington 25, D.C.

ISRAEL—Plans for construction of **warehouses,** additional **dock installations, brick factory** at Port Eilat under consideration by Israel Port Authority. Tenders possible in 1963.

SOUTH AFRICA—Plans announced by Post Office Department to spend about $154 million (110 million rands) during next 6 years on **telecommunication expansion program,** including new trunk plant and trunk lines for direct dialing, installation of 200,000 new telephones, conversion of 40 manual exchanges to automatic, linking 6,000 telex machines throughout U.S. with direct dialing, and new high-capacity microwave networks between all cities.

UGANDA—Crown Agents, London, seeking materials of U.S. origin for 2 AID **building projects** in Uganda. Catalogs, other pertinent data should be submitted on following items to enable them to draw up detailed specifications: Parquet flooring, hollow core wooden doors, hardware, aluminum slide door gear, metal windows, sanitary and toilet fittings, ceramic and glazed floor tiles, plate glass and louvres, paint-oil and emulsion. Material should be forwarded to J. H. P. Hawtrey (E. in C. 100 E.A.), Crown Agents, 4 Millbank, London S.W.1.

New Trade Lists

Trade Lists help you find customers, agents, distributors, licensees, and sources of supply abroad. Each list gives names and addresses of firms handling a specific commodity in one country. It also contains a summary of basic trade and industry data and other useful market information. Lists of importers and dealers indicate relative size of each firm, method of operation, products handled, territory covered, and size of sales force. Lists of exporters and manufacturers show relative size or production capacity of each firm and the products handled.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated September unless otherwise indicated.

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from this Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Advertising Media—Chile, November 1962.
Advertising Media—Egypt, November 1962.
Advertising Media—Tunisia, October 1962.
Air Conditioning and Refrigeration Equipment Importers and Dealers—Iran.
Book, Magazine, and Periodical Importers and Dealers—Brazil.
Boot and Shoe Importers and Dealers—Belgium.
Business Firms—Gambia.
Business Firms—Mauritania.
Chemical Importers and Dealers—Nicaragua, October 1962
Chemical, Synthetic Organic Manufacturers—Republic of South Africa.
Clothing Manufacturers—Honduras.
Dairy Producers—Colombia.
Dairy Producers—Norway, October 1962.
Electronic Equipment, Electron Tube, and Other Electronic Component and Accessory Importers, Dealers, and Manufacturers—Peru.
Feedstuff Importers, Dealers, and Manufacturers—Lebanon, October 1962.
Glass and Glassware Importers, Dealers, and Manufacturers; Chinaware and Household Pottery Product Importers and Dealers—Republic of South Africa.
Hide and Skin Exporters—Bolivia.
Hide, Skin, and Fur Importers, Dealers, and Exporters—Syria.
Leather and Shoe Finding Importers and Dealers—Denmark, October 1962.
Machine Tool, Die, Other Metalworking Machinery, and Industrial Furnace Importers and Dealers—Iran.
Machinery Equipment and Supplies, Electrical Importers and Distributors—Iran. October 1962.
Meat Packing, Sausage and Casings—Pakistan, October 1962.
Mining Companies and Exporters of Ores—Mexico.
Mining Companies and Exporters of Ores—Norway.
Motion Picture Industry—Morocco.
Motor Bus Lines and Transport Companies—Peru.
Office Supplies and Equipment, Stationery and Paper Importers and Dealers—Costa Rica, October 1962.
Office Supplies and Equipment, Stationery and Paper Importers and Dealers—Greece, October 1962.
Oil (Animal, Fish, and Vegetable) Importers, Dealers, Producers, Refiners, and Exporters—France.
Photographic Supplies, Dealers and Photographers—Chile.
Plastic Material Importers, Dealers and Manufacturers—Costa Rica.
Printers, Lithographers, Engravers, and Publishers—Chile.
Printers, Lithographers, Engravers, and Publishers—Iran, October 1962.
Rubber Goods Manufacturers—Malaya.
Tobacco and Tobacco Product Importers, Dealers, and Manufacturers—Iraq.
Vending Machine Importers and Dealers—New Zealand, October 1962.
Vending Machine Importers and Dealers—Peru.

'63 Nigerian AID program to include water, road studies

The approved program of the Agency for International Development (AID) for Nigeria for fiscal year 1963 includes feasibility studies for water supply for Lagos, 450 miles of roads in northern Nigeria, and 23.5 miles of road in eastern Nigeria.

The studies will be AID financed except those concerning northern Nigeria, which the International Bank for Reconstruction & Development (IBRD) has agreed to finance.

AID will also finance the consulting engineering services.

Additional information may be obtained from AID.

Railway trolley equipment bid date changed by India

Bid deadline for the railway trolley support equipment, tender D/ENG/565, has been changed from Dec. 22 to Dec. 21. (INTERNATIONAL COMMERCE, Oct. 29, p. 28.)

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Calendar *for international traders*

November

19—Meeting of the Textile Dealers Assn. of America, **New York, N.Y.**

19—Greater Philadelphia Chamber of Commerce Board of Directors Quarterly Luncheon, Warwick Hotel, **Philadelphia, Pa.** Speaker Jack N. Behrman, Asst. Secretary of Commerce for International Affairs.

19-20—Columbia Basin Export-Import Conference, **Portland, Ore.,** Sponsor: U.S. Dept. of Commerce.

19-21—American Management Assn. Orientation Seminar for the Development of a Comprehensive Insurance Program for International Operations, the Hotel Astor, **New York, N.Y.** Sponsor: American Management Assn.

20—Dinner Meeting, Foreign Credit Club Credit Management Assn. of Delaware Valley, Sheraton Hotel, **Philadelphia, Pa.**

20—World Trade Conference, **Dayton, Ohio.** Sponsor: University of Dayton.

20—Monthly meeting of the Cedar Rapids Chamber of Commerce Foreign Trade Bureau, Hotel Sheraton-Montrose, World Trade Club, **Cedar Rapids, Iowa.** Topic: Trade promotional facilities of the Department of Commerce.

20—Monthly Dinner Meeting of World Trade Club of Greater Providence Chamber of Commerce, The Old Canteen, Atwells Avenue, **Providence, R.I.**

20—Luncheon Meeting, Finnish-American Chamber of Commerce, **New York, N.Y.**

20—Meeting of the World Trade Club, **Memphis, Tenn.,** Claridge Hotel.

20—Monthly Luncheon Meeting, International Executives Assn., Hotel Statler Hilton, **New York, N.Y.** Topic: "The Common Market".

21—Greater N.Y. Insurance Brokers Assn. Meeting, **New York, N.Y.**

21—Monthly meeting of Foreign Trade Group of the Chicago-Midwest Credit Management Assn., **Chicago, Ill.**

26-28—Annual Conference, Atomic Industrial Forum, Sheraton-Park Hotel, **Washington, D.C.** Sponsor: Atomic Industrial Forum, Inc.

30—Special Meeting, Lewis College, **Lockport, Ill.** Subject: "The Importance of Foreign Trade to the Economy of the U.S."

30-1—North Carolina Statewide Workshop. **Chapel Hill, N.C.** Speakers: Henry G. Sheehy, President, Foreign Credit Insurance Assn. and James Bush, Director, Export-Import Bank.

December

3—Profits in Exports Conference, Halfway House, **Darien, Conn.** Sponsors: Stamford, Norwalk, Greenwich Chambers of Commerce, New York Field Office of the U.S. Department of Commerce.

4—Dinner, Fashion Originators Guild of America, Inc., "500" Club, **New York, N.Y.**

5—Meeting of International Food Manufacturers Assn., Hilton Inn., **Aurora, Ill.**

5—Panel on the "Economic Future of Japan." Sponsor: DePaul University, **Chicago, Ill.**

5—Southeastern Massachusetts Conference on Profits in Export, Lewis Lodge, **Taunton, Mass.** Sponsors: Taunton Area Association of Commerce, Brockton Chamber of Commerce, Fall River Chamber of Commerce, New Bedford Chamber of Commerce, and Attleboro Chamber of Commerce.

7—American Economic Association Dinner, **Pittsburgh, Pa.** Speaker: Jack N. Behrman, Ass't. Sec'y. of Commerce for International Affairs.

7-11—Visual Communication Congress, Convention and Trade Center, **Philadelphia, Pa.** Sponsors: Society of Reproduction Engineers; American Institute for Design and Drafting; American Records Management Assn.

11—Monthly meeting of the Automotive Exporters Club of Chicago, **Chicago, Ill.**

11—Joint Luncheon Meeting, International Advertising Assn. and International Executives Assn., Hotel Statler Hilton, **New York, N.Y.**

12—Second Lafayette Export Conference, **Lafayette, La.**

12—Assn. of Industrial Advertisers and Sales Meeting Magazine Luncheon Commodore Hotel, **New York, N.Y.**

12—Export-Import Club Meeting, **Columbus, Ohio;** Topic: "Latin America".

13—Luncheon meeting of the International Trade Club, **Chicago, Ill.**

18-19—Conference for Corporation Executives, Statler-Hilton Hotel, **Washington, D.C.** Subject: "Business Prospects in Latin America." Sponsor: School of Advanced International Studies, Johns Hopkins University.

19—Executive Forum On Export Expansion, **Chicago, Ill.** Sponsor: Economics Council of the Chicago Trade Assn.

January

17—Second Export Trade Workshop, **Hartford, Conn.**

18-25—Orientation to Brazil Program, Gould House, **Ardsley-on-Hudson, N.Y.** Sponsor: Office of Special Service to Business and Industry, New York University.

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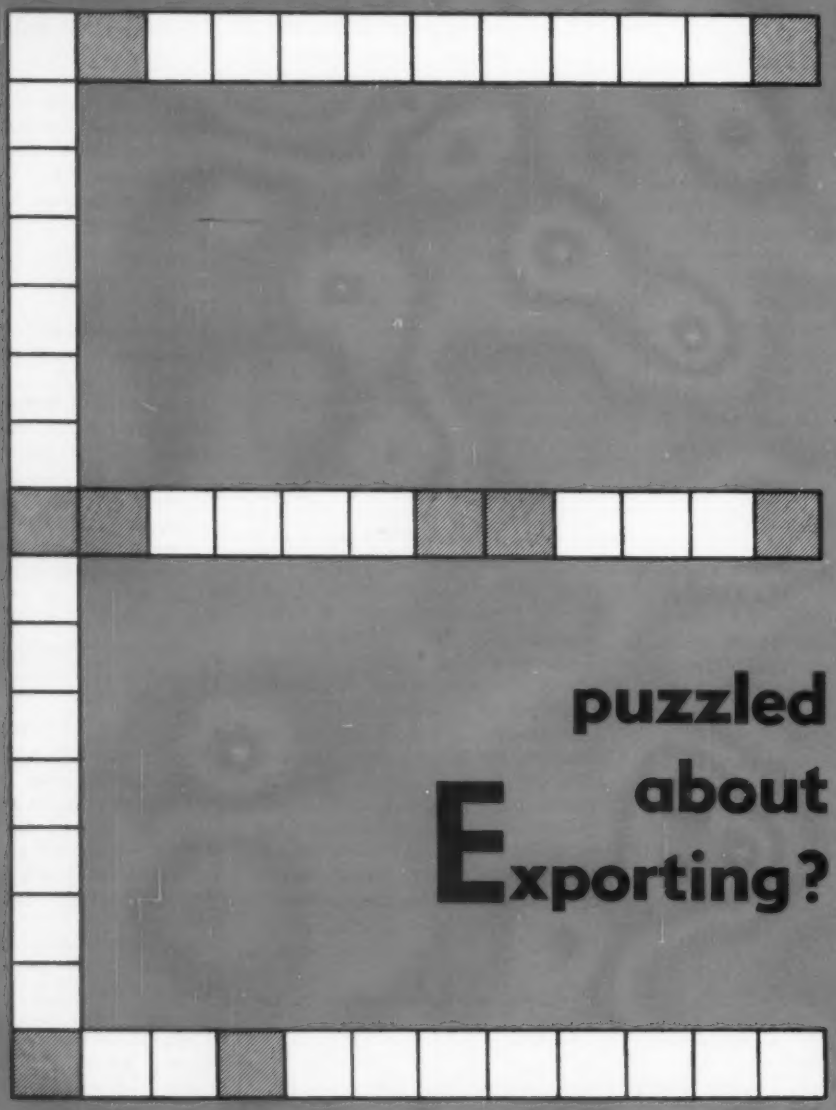

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7. Remunerations

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5. Equilibrium

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